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"CHICAGO'S TEN-MILLION-BUSHEL ELEVATOR" IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

Vol. XXXV.

CHICAGO, ILLINOIS, JANUARY 15, 1917.

NO. 7.

One Dollar Per Annum
SINGLE COPIES, TEN CENTS

SOLICITATION
ON REPUTATION

McKENNA & RODGERS

60 BOARD OF TRADE
CHICAGO

GRAIN
IN EVERY WAY

NOW—
OPERATING OUR OWN
McKENNA & RODGERS'
ELEVATOR "A"

**SIMONS, DAY
& Co.**

GRAIN,
PROVISIONS,
STOCKS,
BONDS.

We solicit consignments and offers of
cash grain, also future delivery orders
on all exchanges.

322 Postal Telegraph Bldg.

CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

Established 1877

LANGENBERG BROS. GRAIN CO.
GRAIN and HAY

We Solicit Your Consignments

ST. LOUIS

MISSOURI

We Solicit Your
Consignments

Harris, Winthrop & Co.

COMMISSION
MERCHANTS

STOCKS-BONDS-GRAIN

The Rookery
CHICAGO

MEMBERS

New York Stock Exchange
New York Produce Exchange
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Winnipeg Grain Exchange
New York Cotton Exchange
Chicago Stock Exchange
Chicago Board of Trade
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THE ILLINOIS SEED CO.
GRASS SEEDS FIELD

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-
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Covers all markets. Ask for the weekly or
daily issue. Has the largest circulation of any
grain literature.

Stocks Grain **E. W. Wagner & Co.** Bonds Cotton
Members New York Stock Exchange
Members New York Cotton Exchange
Members Chicago Board of Trade
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LETTER

Established 30 years

CHICAGO

SAVE 50%

of the cost of unloading grain, seeds, coal
and any bulk freight by using the

CLIMAX SCOOP-TRUCK

A thousand men will certify that.

Capacity 2½ Bushels Grain
200 Pounds Coal

Price \$11.00
F. O. B. Factory

**DETROIT
SCOOP-TRUCK COMPANY**

2225 W. Jefferson Ave. DETROIT, MICH.



James E. Bennett & Co.

Member Chicago Board of Trade

Commission Merchants

**GRAIN PROVISIONS
STOCKS-BONDS**

Ship your grain to us.

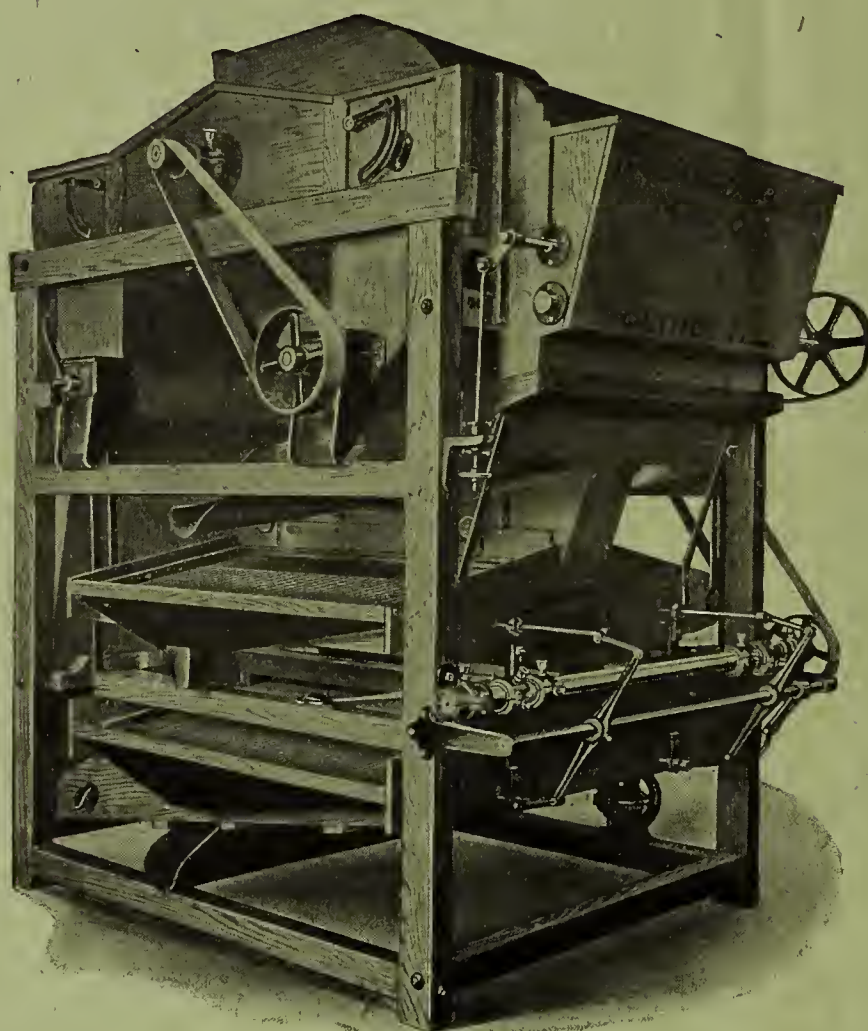
Chicago — Peoria — St. Louis

Ask for Bids

Postal Telegraph Building
332 So. La Salle St., Chicago

ST. LOUIS 211 Merchants Exchange
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Everything Desirable



Barnard's Separators Contain Every Desirable Feature

The journal boxes and eccentrics are self-oiling in the latest and most perfect manner.

The sieve cleaning device which is applied to the under side of the sieves, is superior to any other device used for the purpose. It lifts the clogged material out of the holes and causes it to tail over instead of assisting it to pass through with the grain.

The settling chambers are extra large, and thoroughly collect all heavy material, allowing only the light dust to be blown out by the fan.

The sieves are all adjustable and are easily removed and changed for different kinds of grain.

In short, these machines are light running, easily controlled and operated, have large capacity, are durable and efficient.

We furnish them under the fullest guarantee.

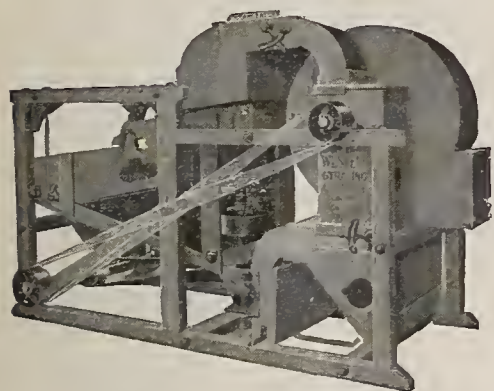
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MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



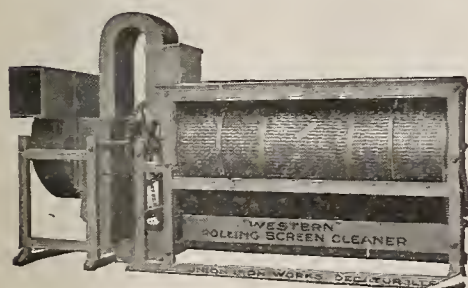
"Western" Regular Warehouse Sheller



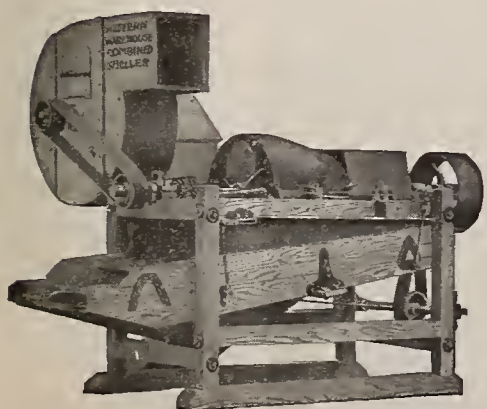
"Western" Pitless Warehouse Sheller



"Western" Gyrating Cleaner



"Western" Rolling Corn Screen Cleaner



"Western" Warehouse Combined Sheller

"Western" Service and Efficiency *Will Mean* Prosperity For You During 1917

Our 40 years' experience in building grain elevator machinery has put us in closest touch with elevator operators everywhere. Through all these years this close touch has taught us their needs and wishes, and has enabled us to perfect a service which is second to none. Western operators everywhere speak of it and we take great pride in it.

We know that grain elevator machinery must give service, must be reliable, durable and economical as well. These features are incorporated in Western machinery, which has made the name "Western" famous the world over.

We also have learned that service requires immediate shipment the day your order reaches us. This, together with the assurance that the supplies reach their destination in good order, is our watchword and guarantee.

In planning to handle your just share of the grain business during 1917, remember that the Western Line of grain handling machinery, together with Western Service, will fully prepare and equip you to handle the grain coming your way with efficiency and assure you a maximum profit.

Be a Western operator and partake of the satisfaction now enjoyed by Western operators everywhere. Write today for our elegant cloth-bound catalog. A copy has been laid aside for you. A postal will do.

UNION IRON WORKS

DECATUR, ILL., U. S. A.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Avenue, Kansas City, Mo.

8000 Long-System Millers
WATCH Feb. 10 for
\$100,000.00 Announcement
IN THE SATURDAY EVENING POST Feb. 10 ON
FLAVO FLOUR
NATURE-FLAVORED

The best news for elevator men and grain dealers ever announced will be made public in a nation-wide, all-year-'round \$100,000.00 advertising campaign to start February 10 in The Saturday Evening Post and be followed also by many leading National publications with big advertisements on FLAVO FLOUR.

Made Only by Community Marvel Millers

Get advance information and our special proposition to elevator men at once—write today.

This is the first time in all history of flour-milling when the flour made by elevator men and small flour millers could be or has been Nationally advertised under one brand name for all its makers. No matter where you live. No matter how small or how large your capacity or business.

FLAVO Nature-Flavored FLOUR will thus be made as well known by broad advertising as any flour made in America.

Now is YOUR opportunity, Elevator Man, in every small town and community in the United States to install one of these mills and make big money in connection with your grain business making FLAVO FLOUR as a member of this association.

Many Elevator Men Doing This

We can send you letters from scores of grain dealers who have made their biggest success since installing one of our mills—without giving up their old business at all.

AMERICAN MARVEL
Self-Contained
FLOUR MILL

Capacities from 15 barrels, 25 barrels, 50 barrels, 75 barrels per day and UP, according to the number of units used, to ANY CAPACITY.

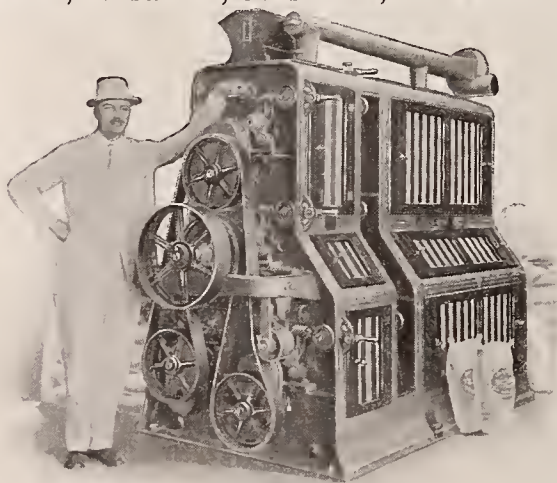
Sold strictly on 30 days free trial or money back. On cash or easy-payment terms.

The stampede toward better and more profitable small town and community flour making has already started—on FLAVO FLOUR.

Nearly 1000 members have joined the Community Marvel Millers' Association of owners of the American Marvel Flour Mill.

You will be welcomed. But get the full proposition at once.

Membership in each neighborhood regulated by population.



Self-Contained Several Capacities
No New Building Needed

Your Big Opportunity Here

ANGLO-AMERICAN MILL CO., Inc.
445 Trust Bldg., Owensboro, Ky., U. S. A.
Send me at once your special FLAVO FLOUR plan for members of Community Marvel Millers—and all facts, catalog, etc., on American Marvel Flour Mill—FREE. (70)

Name
Address State

Write At Once
For This New
Special
Proposition

The First National Bank of Chicago

(Charter No. 8)

Statement of Condition at Close of Business December 30, 1916

ASSETS	
Loans and Discounts.....	\$123,098,492.80
United States Bonds (par value).....	50,000.00
Bonds to Secure Postal Savings Deposits.....	2,177,500.00
Other Bonds and Securities (market value).....	4,420,794.67
National Safe Deposit Co. Stock (Bank Building).....	1,250,000.00
Federal Reserve Bank Stock.....	600,000.00
Customers' Liability under Letters of Credit.....	4,104,901.88
Customers' Liability Account of Acceptances.....	1,218,227.59
CASH RESOURCES—	
Due from U. S. Treasurer.....	\$ 402,500.00
Due from Federal Reserve Bank.....	13,933,084.10
Cash and Due from Banks.....	54,645,065.03
	68,980,649.13

LIABILITIES	
Capital Stock Paid In.....	\$ 10,000,000.00
Surplus Fund.....	10,000,000.00
Other Undivided Profits.....	2,452,132.75
Discount Collected but not Earned.....	917,467.14
Circulating Notes Received.....	\$50,000.00
Less Amount on Hand.....	50,000.00
	0.00
Dividends Declared but Unpaid.....	548,135.50
Reserved for Taxes.....	335,555.22
Foreign Bills Rediscounted.....	2,539.29
Letters of Credit.....	4,373,603.83
Acceptances based on imports and exports.....	1,218,227.59
Deposits.....	176,052,904.75

James B. Forgan, Chairman of the Board. Frank O. Wetmore, President.

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Foreign Exchange Department	
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Charles P. Clifford.....	Asst. Manager
Law Department	
Edward E. Brown.....	Attorney
John N. Ott.....	Asst. Attorney

The Stock of the First Trust and Savings Bank is owned by the Stockholders of the First National Bank of Chicago

First Trust and Savings Bank

Statement of Condition at Close of Business December 30, 1916

ASSETS	
Bonds.....	\$ 31,761,724.03
Time Loans on Collateral.....	23,990,640.22
Demand Loans on Collateral.....	\$16,860,221.50
Cash and Due from Banks.....	15,920,292.63
	32,780,514.13
	\$88,532,878.38
LIABILITIES	
Capital.....	\$ 5,000,000.00
Surplus and Undivided Profits.....	5,442,686.74
Reserved for Interest and Taxes.....	276,431.48
Time Deposits.....	\$51,506,750.68
Demand Deposits.....	26,307,009.48
	77,813,760.16
	\$88,532,878.38

James B. Forgan, Chairman of the Board.	
Louis Boisot.....	Vice President
B. C. Hardenbrook.....	Trust Department
Frank M. Gordon.....	Vice President
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	Secretary
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Edward E. Brown.....	Attorney
John N. Ott.....	Asst. Attorney

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James B. Forgan	Henry H. Porter	Clarence M. Woolley
H. H. Hitchcock	Clive Runnells	

Combined Deposits of Both Banks, \$253,866,664.91



THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

The Klingtite "Spare"—and Economy

An ordinary bucket elevator belt soon causes frequent shut-downs.

The bolts pull out and after several vexatious delays the belt is finally replaced with a new one—too often hurriedly selected and hurriedly installed.

Costly interruptions can be avoided by having a Goodyear Klingtite "Spare" on hand.

This belt is especially constructed for bucket service.

Its Goodyear-woven duck makes possible the bolting of the buckets without destroying the belt.

Its gripping surface resists wear and abrasion of all sorts, insuring longer uninterrupted service per dollar of cost.

Its flexibility accommodates it to pulley conditions, conserving power and increasing tonnage.

The constantly increasing use and reputation of the Klingtite in terminal elevators for bucket and conveying service is the best possible endorsement of its special construction, of its Goodyear quality.

It insures economy.

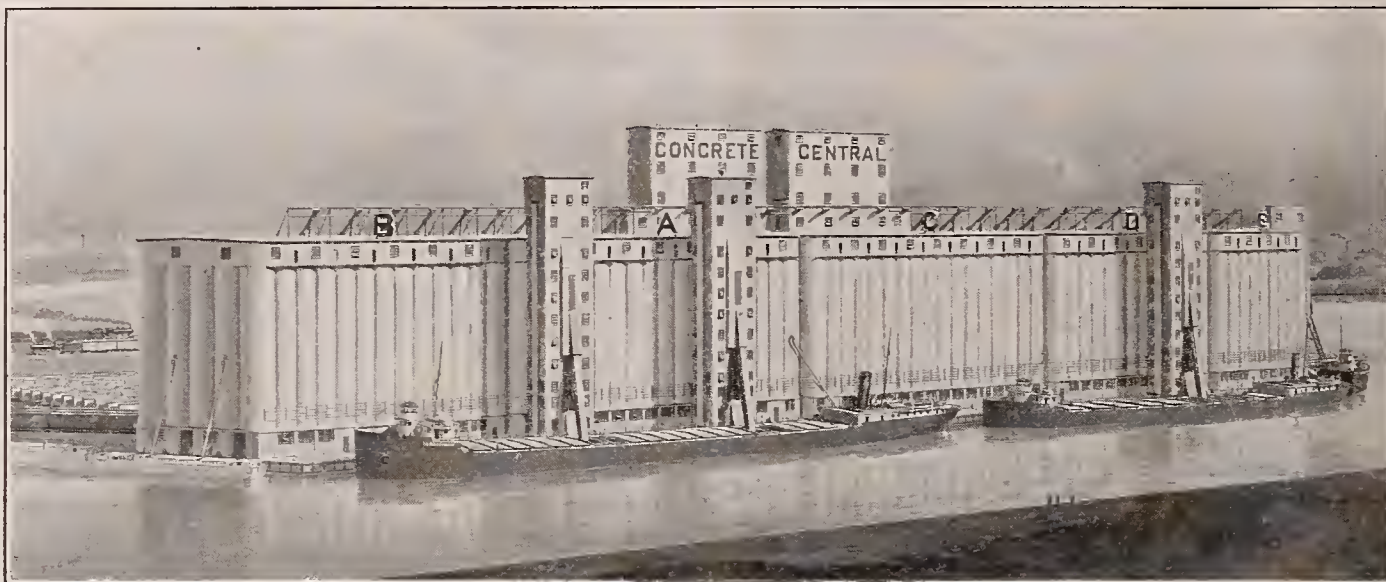
* * *

Write for our Encyclopedia of Conveyor Belts, containing specific recommendations for every operation in elevators. This is not a catalog, but a handbook of belting practice compiled from records made in many elevators. Both master mechanics and administrative executives are using it to revise operating costs downward.

The Goodyear Tire & Rubber Co., Akron, Ohio

· PACKING · BELTING · HOSE · VALVES ·

GOOD YEAR
AKRON



Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

Proof of the Superiority of Monarch Modern Elevator Construction

Concrete—Central Elevators—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

Superior Elevator—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

Connecting Terminal Elevator—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

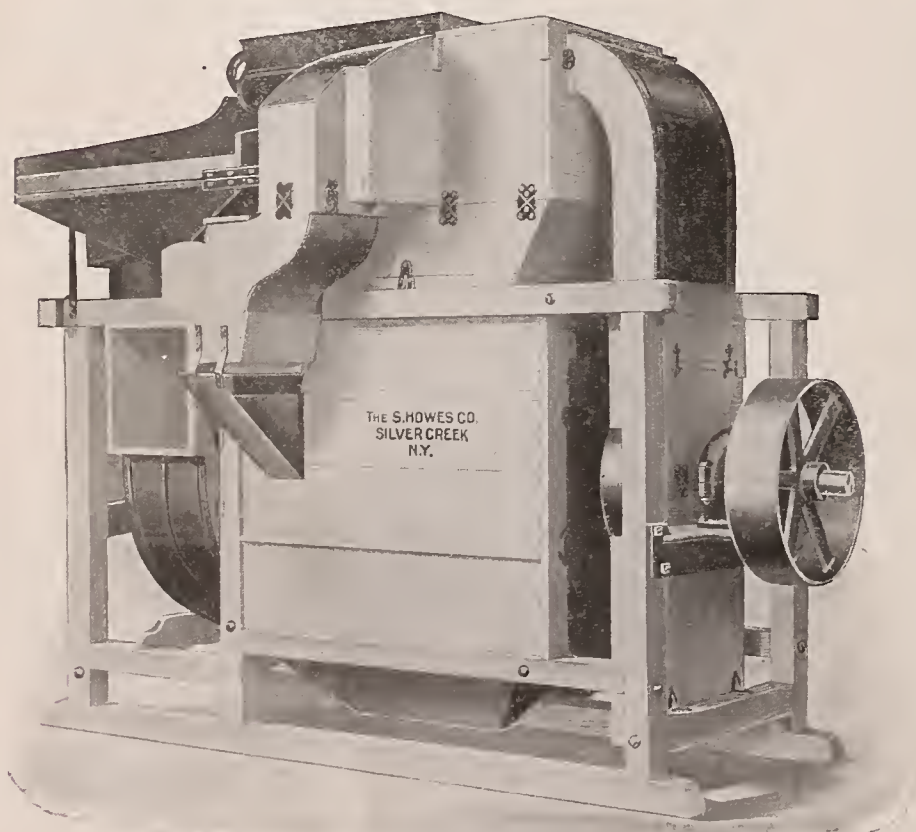
Archer-Daniels Linseed Co. Elevator—Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

Shredded Wheat Co. Elevator—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

Grain Elevators Built in All Parts of the World

MONARCH ENGINEERING COMPANY, Chamber Commerce, Buffalo, N. Y.

The Laugh Was On the Engineer



Eureka Ball Bearing Oat Clipper



HEAVY DUTY CONSTRUCTION



The S. Howes Company
Silver Creek, N. Y.

Chicago, Ills.
Jan. 2nd, '17

Gentlemen:—

It will interest you to know what the R. G. Company think of the "Eureka" Ball-bearing Oat Clipper recently installed at the S. C. Elevator. Mr. N., the superintendent, said that the engineer had asked him to let him know when he was ready to start the Clipper, so that he could be prepared for the load. Mr. N., without saying anything to the engineer, put on the full load of 1800 bushels. He then went to the engine room and the engineer asked him when he was going to start the feed!!! Mr. N. says that you cannot hear the machine running, and that he is "tickled" that he ordered a Ball-bearing Clipper.

Yours truly,

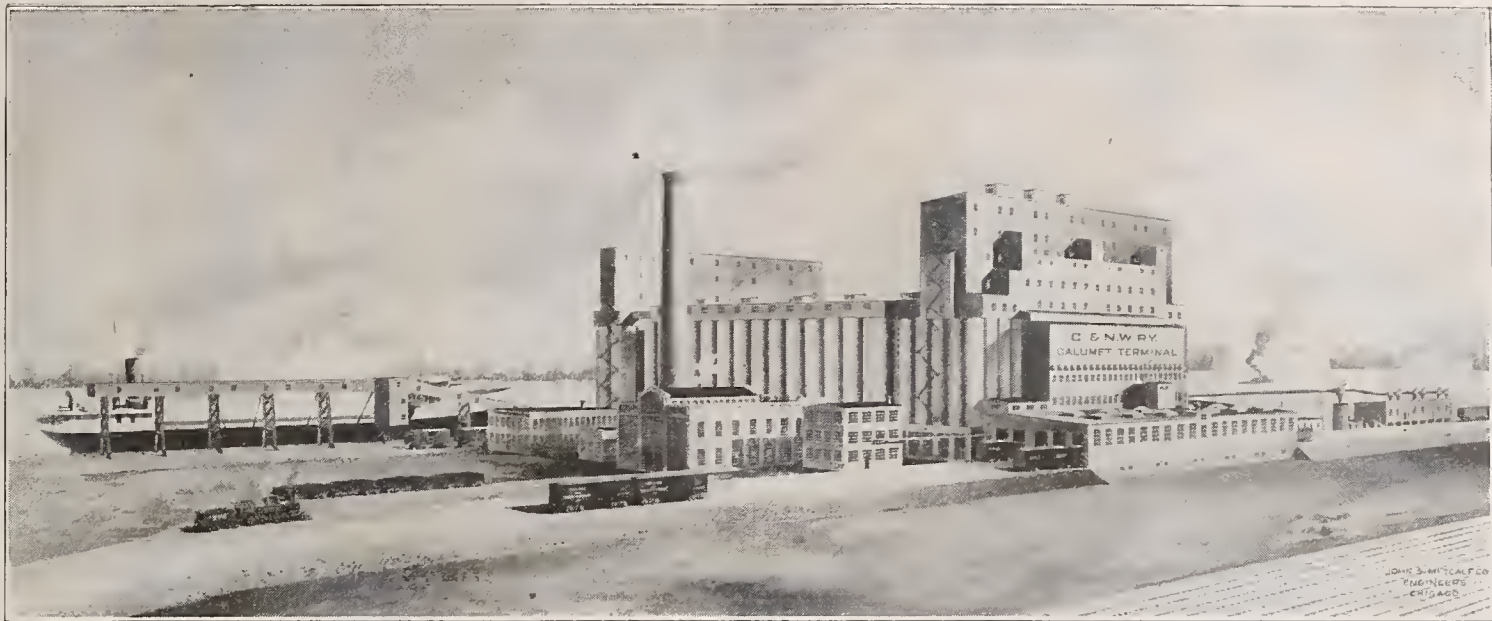
Wm. Watson.

May we send you our new catalog?

The S. Howes Company
SILVER CREEK, N. Y.

Representatives

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Geo. S. Boss, Jefferson Hotel, Toledo, Ohio
W. M. Mentz, Sinks Grove, W. Va.
H. E. Sewell, 1723 N. 61st St., Philadelphia, Pa.
J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
E. A. Pynch, 311 3rd Ave. S., Minneapolis, Minn.



C. & N. W. RY. Calumet Terminal Elevator

South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

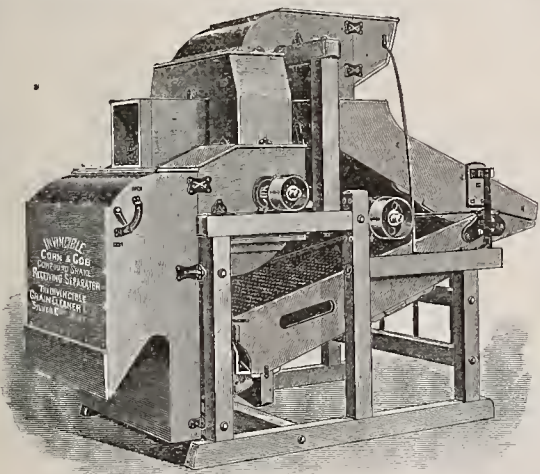
John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.

35 Southampton Street, LONDON, W. C., ENGLAND



Can A Cob Pull ?

Can cobs pull down grades on your shelled corn? You'll say they can. Can the **INVINCIBLE CORN & COB SEPARATOR** throw out the cobs, silk and fine dirt? Use one, and like hundreds of other users who get top prices today on shelled corn, you'll say it can!

We'll send you a booklet about it if you say so.

INVINCIBLE GRAIN CLEANER CO.
Dept. 1 Silver Creek, N. Y.

REPRESENTATIVES

ADE GRAIN CO.
ADE, INDIANA
Use It Daily
Ask Them

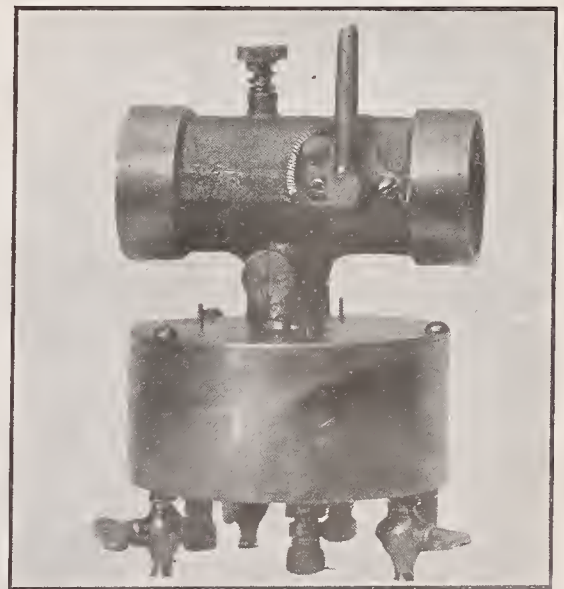
Chicago, Ill., 1041 Webster Bldg. F. H. Morley, Jr.
Bristol, Tenn., 111 East 5th St. H. C. Purvine
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CUT OUT THE "TAX ON GASOLINE"

—OR—

**Six Reasons Why You Should Use
Our KEROSENE CARBURETOR**
ON YOUR GASOLINE ENGINE OR FORD CAR.

1. Because it uses Kerosene successfully, and kerosene is from one-half to one-third cheaper than gasoline, and has greater explosive power.
2. Because Kerosene makes a more efficient fuel than gasoline for power, does away with carbon deposit and spark plug troubles, reduces the friction load, and gives longer life to the engine.
3. Because it cuts the fuel "TAX" 60%. For instance: If you are using 25 gallons a day of gasoline at 20c a gallon, it costs you \$5.00. we will pull the same load with 23 gallons of KEROSENE at 8c a gallon, costing \$1.84, a net saving of \$3.16, or 63%.
4. Because you destroy no part of your engine or its equipment, you need no special tools to install it, and it pays for itself in very short time on its own saving.
5. Because you can get a lower insurance rate by using KEROSENE as there is less danger from fire by combustion, and there is NO LOSS by evaporation.
6. Because, last and most important, we guarantee to prove all the above under a bankable, money back guarantee.



THE KEROSENE CARBURETOR CO., Inc.

Frankfort, Indiana

DEALERS WANTED EVERYWHERE

NOW, HERE'S A MILL

and elevator combined. It can turn out fifty barrels of flour per day for neighborhood consumption, and merchandise farmers' grain as well.

It will never burn. "Macenco Results"



The country mill, co-operative or otherwise, is as logical as the country elevator.

If you think this over, you will investigate.

MACDONALD ENGINEERING COMPANY
53 West Jackson Blvd., CHICAGO



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity. Recently Completed.

We Build Reinforced Concrete Structures of all Types
Grain Elevators, Mills and Industrial Plants a Specialty

Our Engineering Department is ready to solve your problems and furnish preliminary estimates.

JANSE BROS., BOOMER, GRAIN & HOWE

GENERAL CONTRACTORS

717-718 Dime Savings Bank Bldg., Detroit, Mich.

Also Zeigler Block, Spokane, Wash.

Mackie Block, Calgary, Alberta

Burrell's 1916 Record



Van Wickle Grain and Lumber Co., Council Bluffs, Ia.

97
Contracts

With the largest and most efficient Engineering and Construction Organization for large or small work ever gathered together by a concern in our line, prospective builders of Grain Elevators will find it to their advantage to consult us before formulating any definite plans. It Costs Nothing.

Complete Grain Elevators and Mill Buildings,
Concrete or Wood

Burrell Engineering & Construction Co.

Webster Building, CHICAGO.

PORTLAND, ORE.



Grain Elevators

of any size and any type
Designed and Built for

Safety and Economy

A record of successful construction in both North and South America is proof that we can meet your local conditions and satisfy every requirement.

If considering building, write us for standard designs.

The 3 Americas Co.

Builders of Better Elevators

28 S. Michigan Ave., Chicago



Write Today
for
Further
Information

HAVE YOU

A cleaner in your elevator?

If so, then you will be interested
in the installation of a

Cyclone Dust Collector

CYCLONE BLOW PIPE CO.

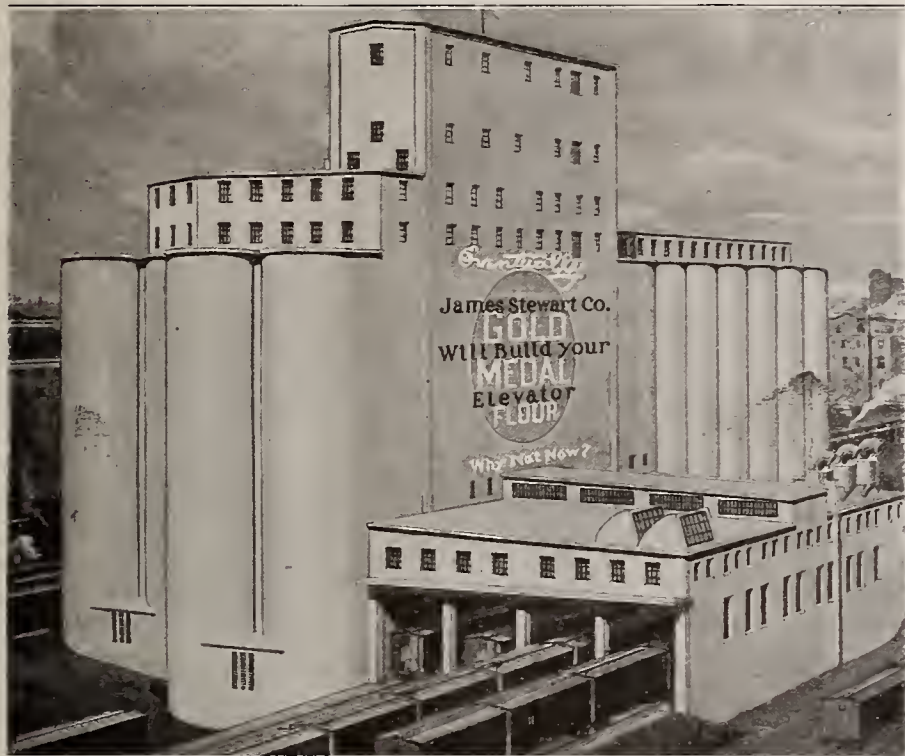
2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR

FOR

Washburn-Crosby Company
Minneapolis, Minn.



Write us for designs and estimates

We Design and Build Elevators, any type of construction, in any part of the World.

JAMES STEWART & CO., Inc.

GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

W. R. SINKS, Manager

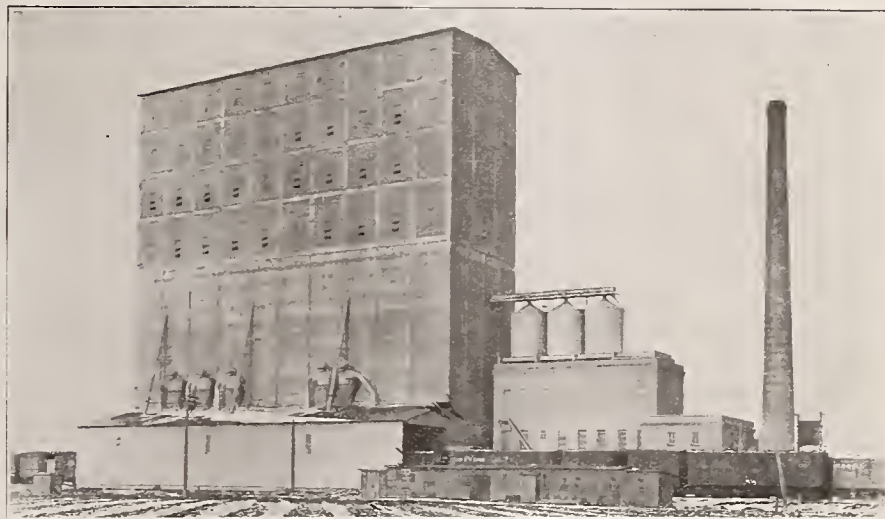
CHICAGO, ILL.

The Michigan Central Fire Proof Grain Elevator

Located at 124th Street and Cottage Grove Ave.

KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

Designs and estimates promptly furnished

Witherspoon-Englar Company

1244-1250 Monadnock Bldg.

CHICAGO, ILL

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding - - \$1.50

Leather Binding - \$2.00

**Mitchell Brothers
Publishing Co.**

431 So. Dearborn Street, Chicago

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

CONTRACTORS FOR Grain Elevators

COMPLETE WITH
MACHINERY INSTALLATION.

**DEVERELL,
SPENCER & CO.**

GARRETT BUILDING
BALTIMORE, MARYLAND



The Barnett & Record Company

GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario

Beall

THE MARK OF QUALITY

An Eight Year Record

Edison, Ohio, Nov. 24, 1914.

The Beall Improvements Co., Inc.

Decatur, Illinois

Gentlemen:

We have used your Beall Cleaner for **EIGHT** years and are still using same, which is the best recommendation that anybody could want.

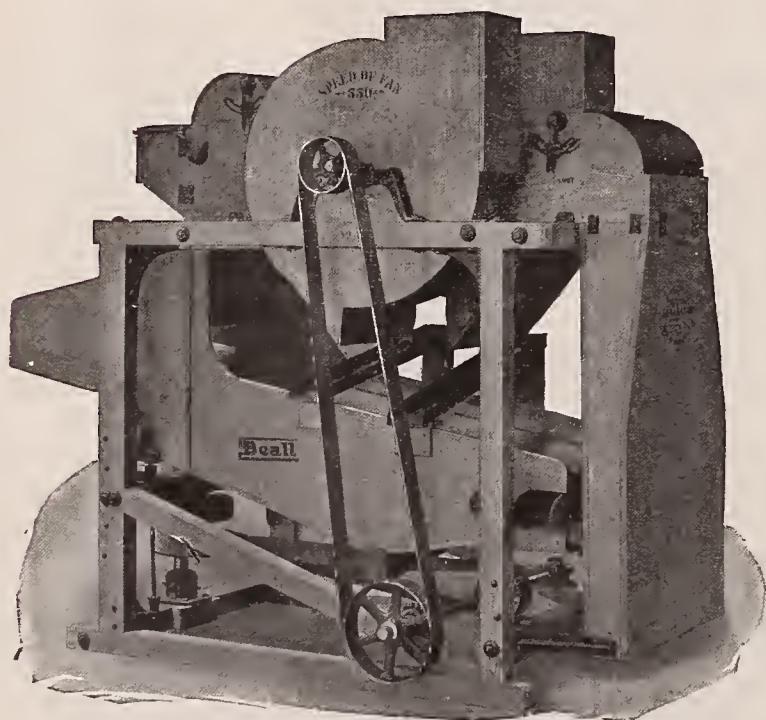
Yours respectfully,

BLAIR & HOWARD.

The Beall Rotating Warehouse and Elevator Separator

is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

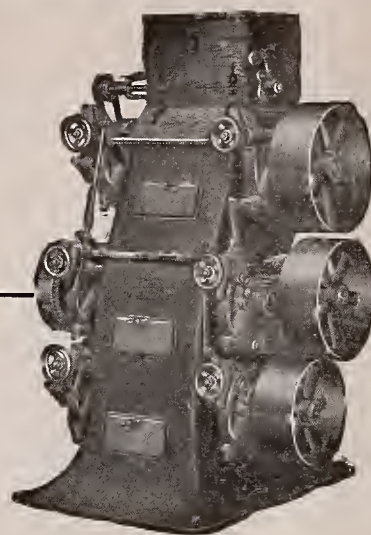
- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.



**Built in Ten Sizes
Guaranteed Without Limit**

A BEALL BOOK FOR YOU.—Write for our interesting booklet on grain cleaning and the "New Beall Separator." It will prove a source of profit to you. Your copy is ready. Write for it today.

The Beall Improvements Co., Inc.
DECATUR, ILLINOIS, U. S. A.



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

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for the
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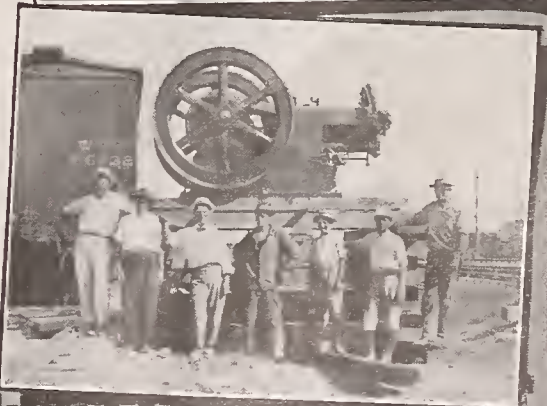
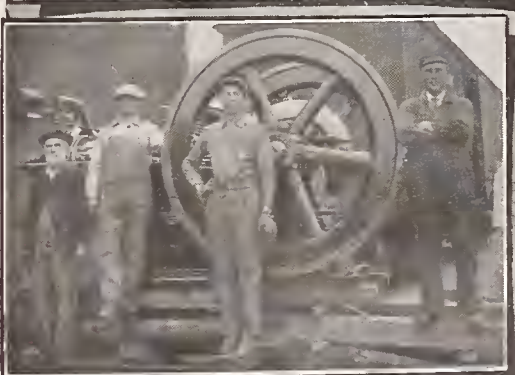
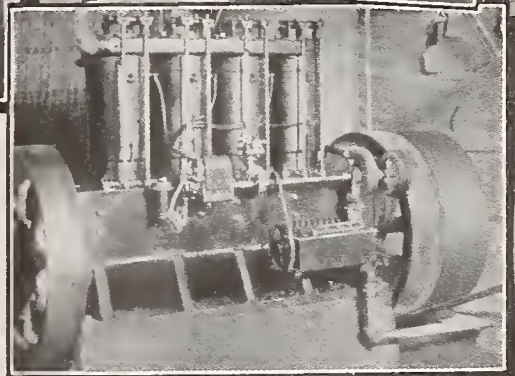
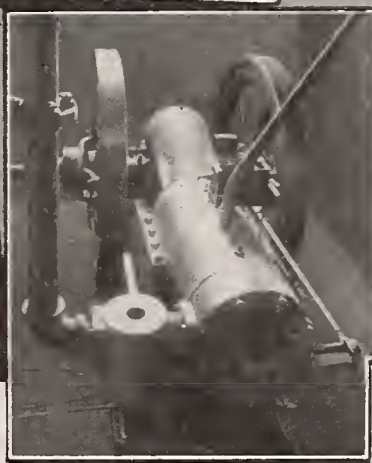
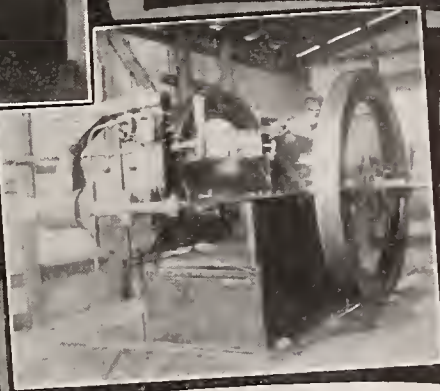
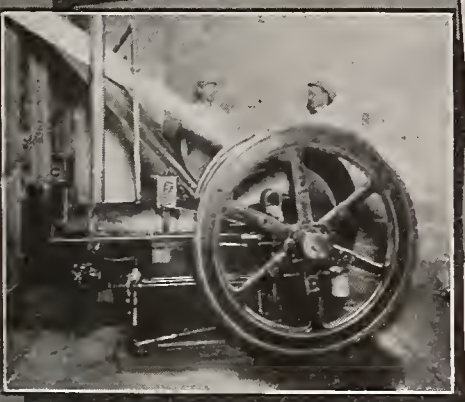
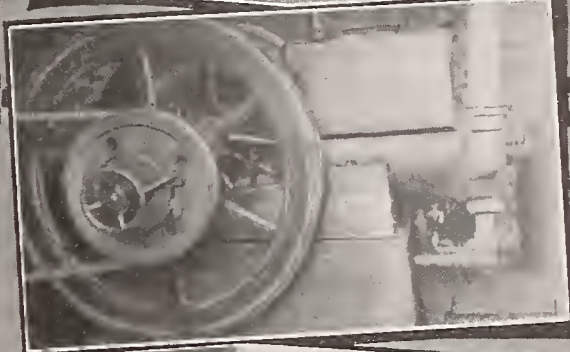
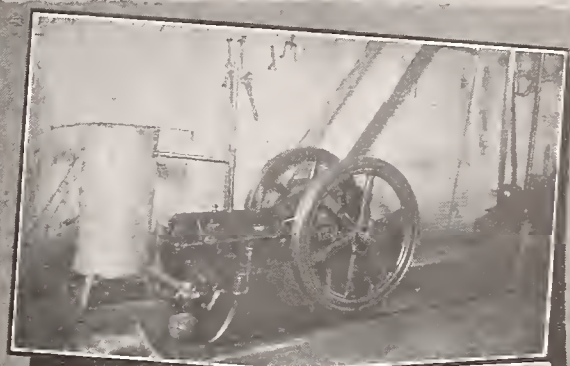
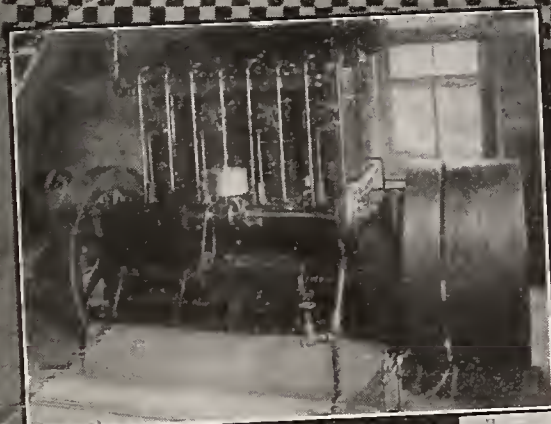
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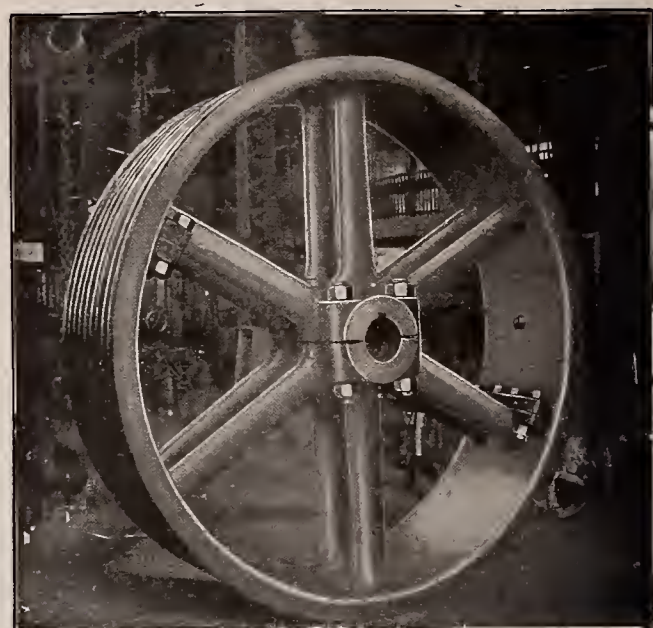
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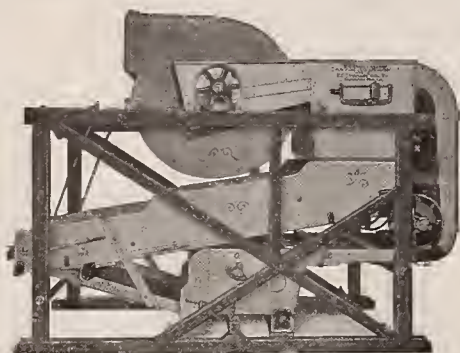
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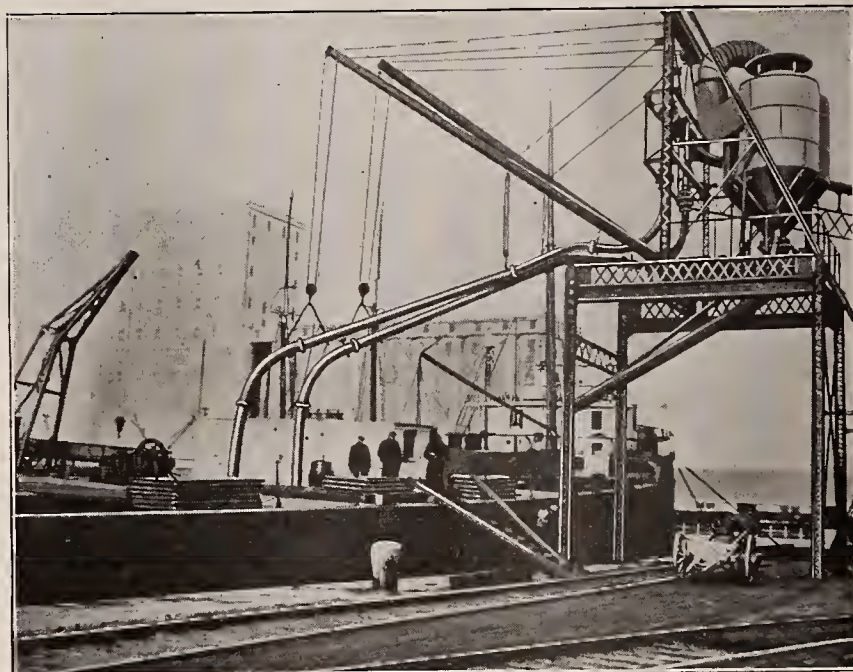
Write for our catalog of complete line of **CONSTANT** grain handling machinery, and elevator equipment.

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offer the only means of satisfactorily solving difficult **TRANSPORTATION** and **UNLOADING** problems.

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SUCTION UNLOADERS for **BOATS** and **CARS**

**LABOR SAVING—AUTOMATIC—CLEAN—NO DUST—
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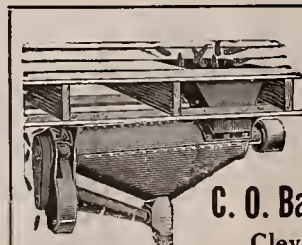


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to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1. postpaid. Circular free.

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BRISTOL, CONN. Nov. 25th, 1916

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necessary is to be thorough in the use of
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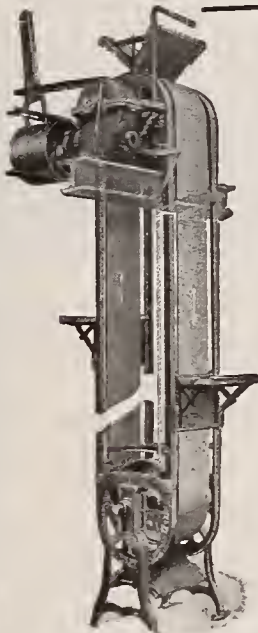
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This is proof of the HUMPHREY effi-
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Write for prices and detailed information why "The Humphrey
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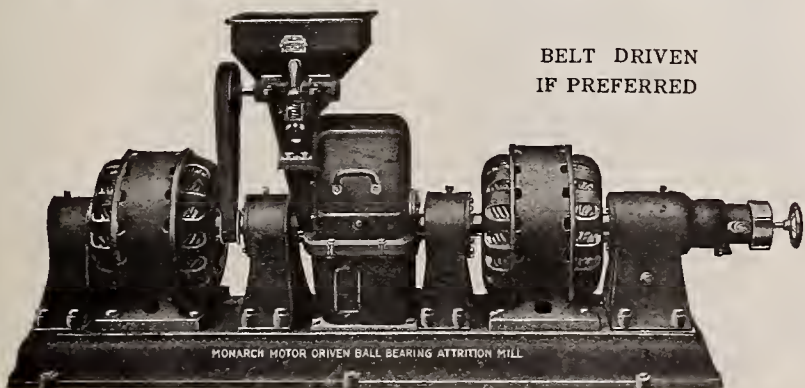
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Is the best and the cheapest time to start grinding feed
The Monarch Way, which means with economy and
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Whether you are just about to enter the field or are contemplat-
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The Monarch Ball Bearing Attrition Mill



BELT DRIVEN
IF PREFERRED

Every day you delay keeps you out of substantial and legiti-
mate profit—if you are thinking of entering the business.

Every day you delay adds to the cost of the mill you ought to
have—if you are operating one that is not satisfactory in every
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The Monarch is a money maker and a profit saver.

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Dry anything granular

In continuous flow, or on the sepa-
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HESS OUT-DOOR CONDITIONERS

air and clean and condition grain, with no
additional operating expense. They cost
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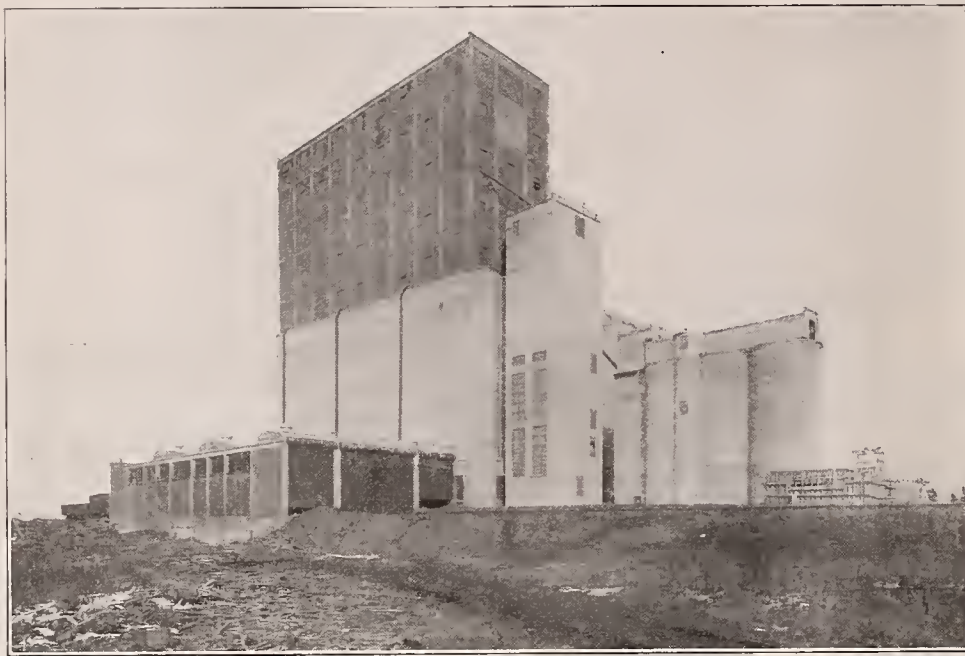
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Also Brown-Duvel Moisture Testers. The official or the im-
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Corn Sieves also, conforming with the new rules.

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Soo Line
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This new elevator in Minneapolis has all machinery electrically driven, thus giving the greatest flexibility of operation.

5-A Allis-Chalmers Motors are used in this Equipment

Because of their efficient service and their rugged construction, which assures reliable operation, Allis-Chalmers motors are specified by discriminating purchasers.

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ALLIS-CHALMERS MANUFACTURING CO.

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The "Knickerbocker Cyclone"
Dust Collector

For Grain Cleaners
ALL STEEL



Write for Catalog

The Knickerbocker Company

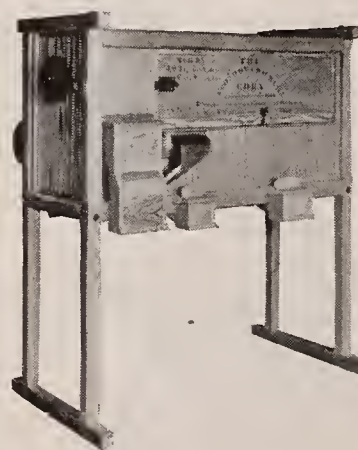
Jackson, Mich.

Improved Economy Cracked Corn
Separator and Grinder

The big season for poultry feeds is near and the trade is demanding a clean grade of grains without any waste in it for their poultry, which the IMPROVED ECONOMY CRACKED CORN SEPARATOR will produce with the very least expense of operation.

This valuable machine not only produces all different grades needed, but it polishes and brightens each grade, adding to its appearance. Write for new catalogue giving full particulars and samples of work done on this machine.

Note copies of letters from firms who have found this valuable machine both a money-maker and a business getter. Could show many more of the same kind from both Canada and the U. S., but space prevents.



Herein please find check for Economy Cracked Corn Grader which we are well pleased with. It does all you claim for it. Respectfully yours,

John Hill, Taylorsville, Ind.

The Economy Cracked Corn Separator and Grader is all O. K. She is a dandy and does all you claim for it. Could not get along without it. Yours truly,

Geo. W. Warfield, Hicksville, Ohio.

The Economy Cracked Corn Separator and Grader is giving good satisfaction.

Bennett Milling Co., Geneva, Ill.

We are getting good results with the Economy Cracked Corn Separator and Grader.

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Enclosed find check for Economy Cracked Corn Separator and Grader. We got the machine set up last week and it does good work.

John Crum, Delaware, Ind.

We are using your Economy Cracked Corn Separator and are well satisfied. We would not care to use any other.

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What the Economy does for the above firms it will do for others. People will raise poultry, and the grains for producing the kind of feeds they demand may be raised in fields around your elevator or mill. Keep your trade by supplying what they demand, and install the ECONOMY CRACKED CORN SEPARATOR AND GRADER.

Shipped to responsible parties on 30 days' trial.

Covered by two patents with third patent on improvement pending.

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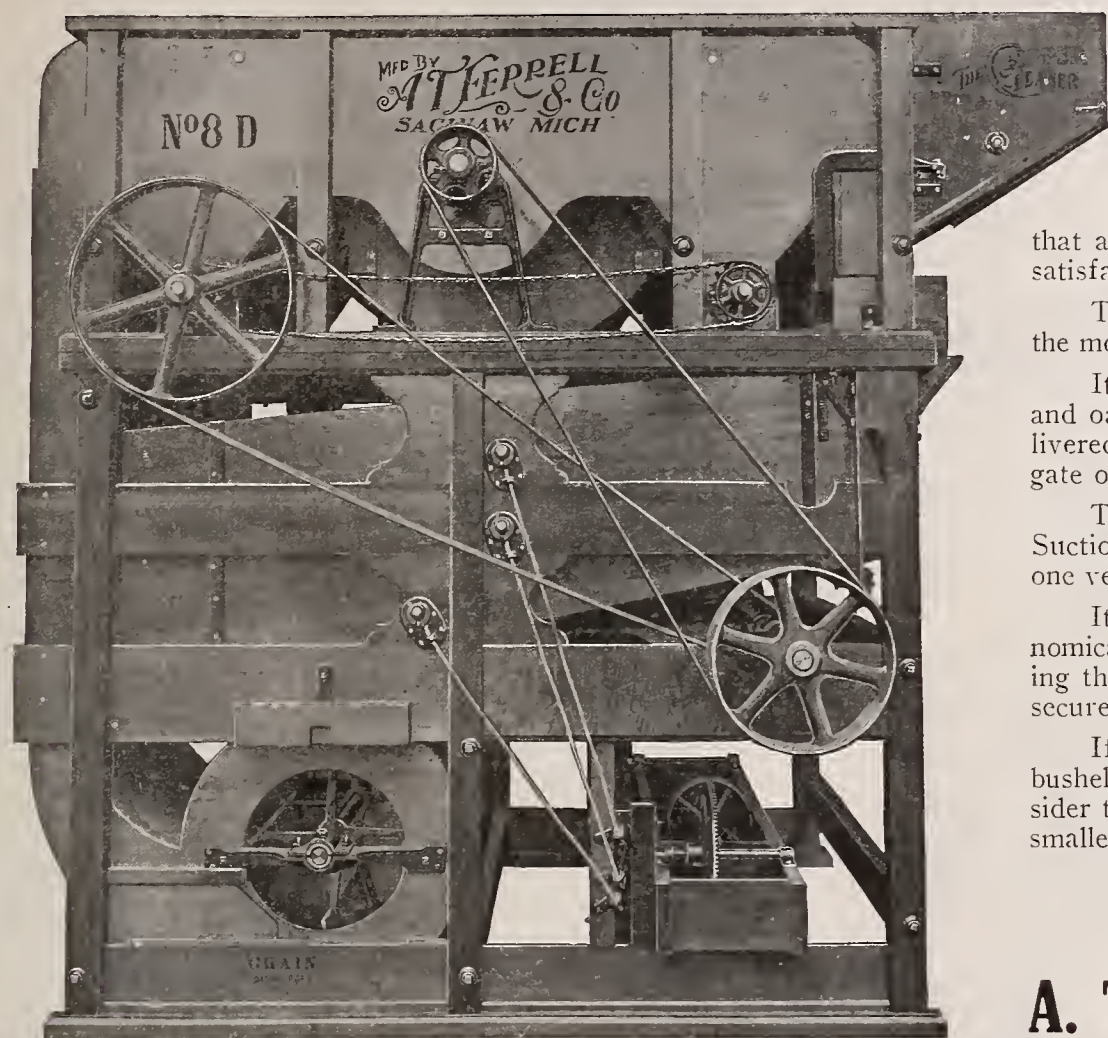
UP GO YOUR PROFITS
and down go your costs when you do your grinding with
"SCIENTIFIC" Ball Bearing Attrition Mills
(Users are fully protected by our warranty as to efficiency, workmanship and patent litigation)

Their all-around economy and the uniformity of the work which they do has made them the universal favorite in the milling world. Our catalog shows how you can save 30% to 40% on power and 90% on oil—write for it.

The BAUER BROS. Co.
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517 Bauer Bldg. SPRINGFIELD, OHIO

SCIENTIFIC

The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

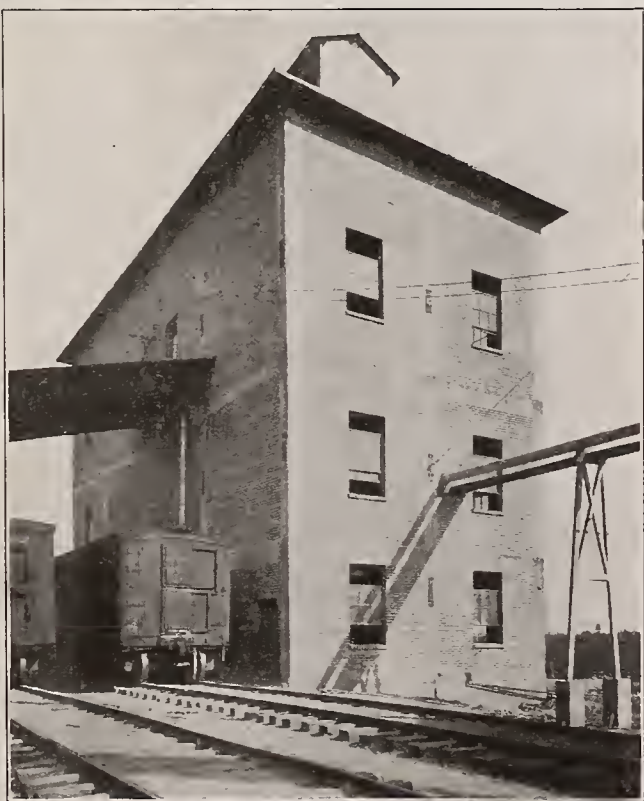
It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

*Write for circular giving full particulars,
price and discount.*

A. T. FERRELL & CO., SAGINAW MICHIGAN

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



Outside view of Ellis Drying Plant installed for Swift & Company, Chicago

A Real Continuous Feed Drier

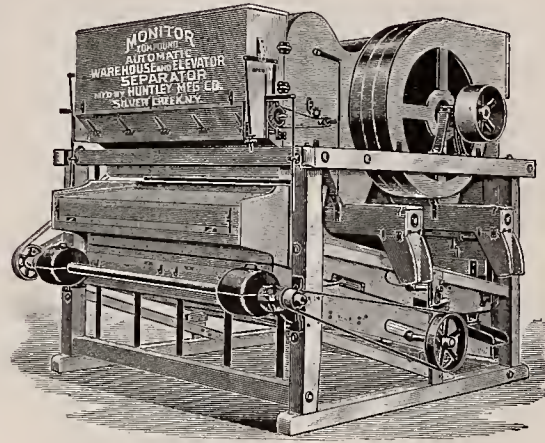
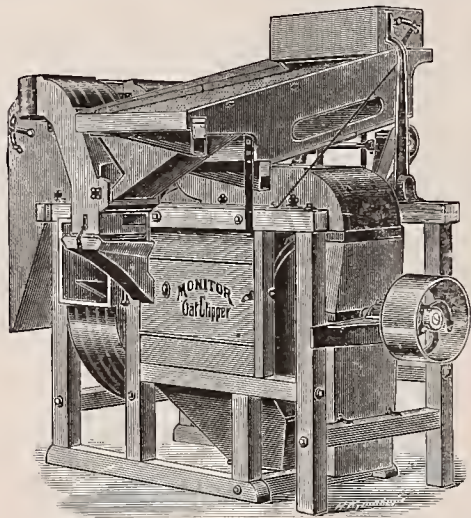
A continuous feed grain drier properly constructed is superior in every respect to the charge type machine. We say "properly constructed" advisedly, because it has required ten years constant effort to bring the ELLIS CONTINUOUS FEED DRIER to its present stage of perfection. This drier, as now produced, possesses so much real merit as to make it infinitely superior and desirable, and it is thoroughly deserving of your consideration.

The Ellis Drier Company

Postal Telegraph Building
Chicago, Ill.

Grain
Driers

Oat
Purifiers

*Monitor***Oat Clippers****Grain Cleaners****138**

answers to widely varying demands from the World's handlers of grain and seeds for simple, dependable, economical Cleaning and Clipping Machines—138 types of perfected "Monitors." You may possibly need something in Cleaners or Clippers that we couldn't supply—it's unlikely—chances are we have one, or more, test-proven types of "Monitors" that would square exactly with your wants. At least, ours is the largest line, carries the greatest number of clean-cut, beneficial improvements and is more widely used in the largest, best equipped Grain Elevators—which is saying much. Grain handlers are facing more serious cleaning problems today than ever before—everything indicates they will become still more serious. Can you afford to take chances—can you hope to "squeeze through" with anything that is inferior to what a majority of the best outfitted dealers are using—"Monitors"?

HUNTLEY MFG. CO., Silver Creek, N. Y.

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, JANUARY 15, 1917.

NO. 7.

Chicago's Ten-Million-Bushel Grain Elevator

WE of the United States of America have grown accustomed to thinking in large figures. This custom cannot be attributed to the war, or to science or to chance. It is the outcome of our own resources and of present or future possibilities. A 10,000,000 bushel grain elevator, therefore, such is our familiarity with big things, is, although staggering, received without a great deal of comment. It is, however, a remarkable undertaking, fully appreciated by the grain trade, and likewise comprehended by such of the laity with minds capable of recognizing the new worth while things in business, science or art.

Our illustrations show the new Chicago & Northwestern Railroad Calumet Terminal Elevator located on the Calumet River and Calumet Western Railway at South Chicago, Ill. It was designed for

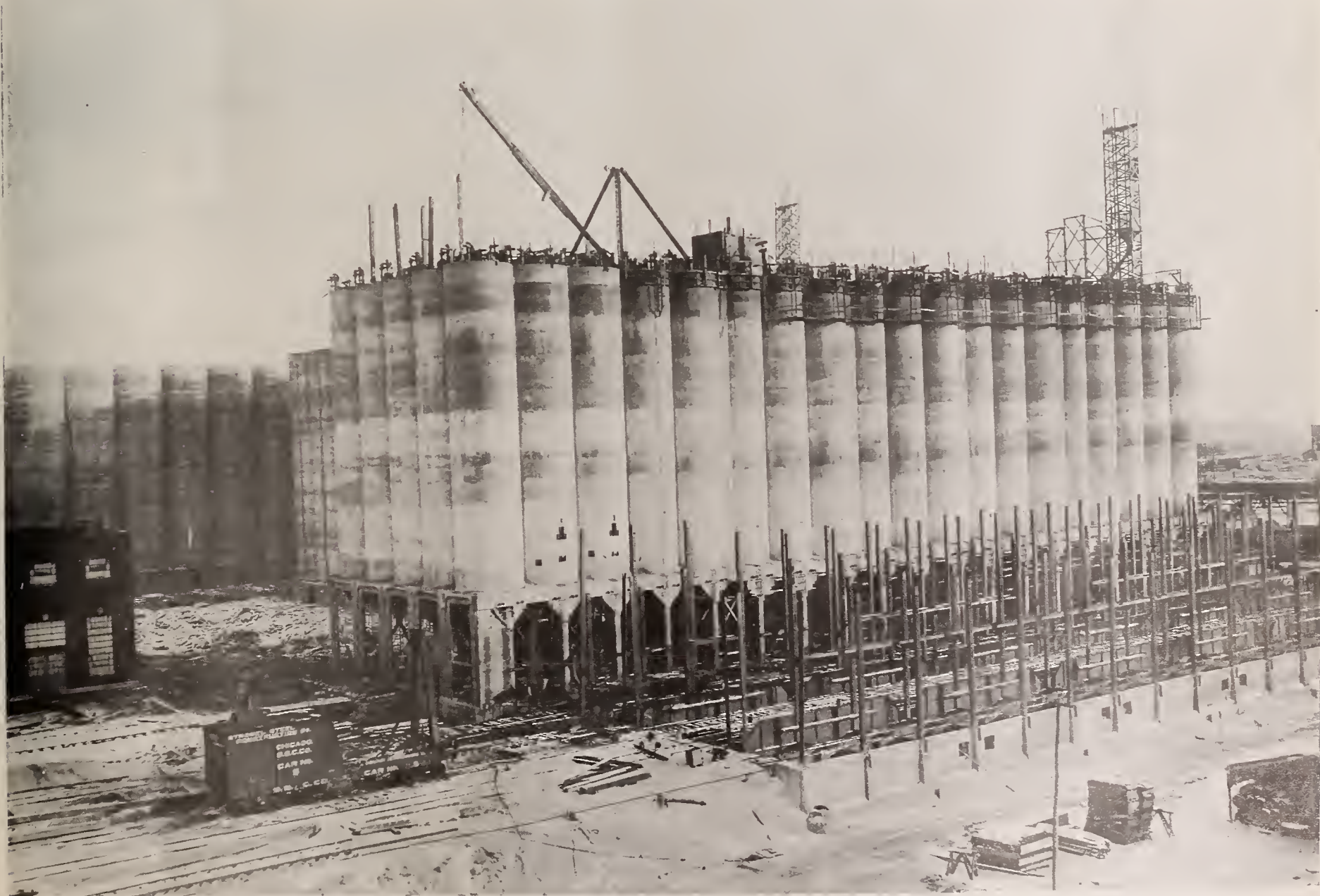
a 10,000,000-bushel house by John S. Metcalf Company, Ltd., of Chicago, who brought out the plans, and is being erected by the Witherspoon-Englar Company and Grant Smith & Co., of Chicago, to be operated, when completed, by the Armour Grain Company of Chicago.

The concrete work to the top of the bins is now all completed, the structural steel for the track shed, work house cupola, and river house cupola, is being rapidly erected and the elevating, conveying, and transmission machinery has been delivered by The Webster Manufacturing Company of Tiffin, Ohio, and is partly installed.

The plant consists of working house, river house, storage tanks, track shed, drier equipment, bleacher outfit, marine tower and galleries. The portion now under construction will have a capacity when com-

pleted of 6,500,000 bushels. The work was started in March, 1916, and necessarily the present description must be of a comprehensive character rather than a detailed report.

The working house, like the greater part of the plant is of reinforced concrete and occupies a ground space of 285x77 feet, being 192 feet high. It is equipped with six receiving legs, six shipping legs, eight cleaner legs, five clipper legs, four screenings legs, six drier legs, and three bleacher legs. The first story is 25 feet high and contains the cleaning machinery and scales. The contract for the cleaning equipment is said to have represented the largest orders in dollars and capacity ever placed, and was awarded to the Huntley Manufacturing Company of Silver Creek, N. Y. When in operation the elevator will have a maximum cleaning and



CONCRETE STORAGE TANKS OF WORKING HOUSE OF THE NEW CALUMET TERMINAL ELEVATOR, CHICAGO, SHOWING STEEL WORK OF RECEIVING TRACK SHED IN FOREGROUND
Designed by John S. Metcalf Company, Ltd., Chicago. Now being Erected by the Witherspoon-Englar Company and Grant Smith & Co., of Chicago.

clipping capacity of nearly 2,250,000 bushels for a 24 hour day run. In addition to this, 190 to 280 tons of screenings can be cleaned, all this work being handled on Monitor Oat Clippers, Monitor Receiving Cleaners and Monitor Screenings Separators. Above the first floor are 95 reinforced concrete storage bins, each 14 feet, 5 inches in diameter and 74 feet deep. They afford a capacity of 931,000 bushels.

Surmounting the bins, in turn is a cupola of structural steel, and reinforced concrete floors, enclosed with wire mesh and plastered with cement.

An especial feature of the elevator is the receiving track shed. It joins the working house on the west and is built of structural steel, being 96 feet 6 inches wide and 285 feet in length. The track shed spans 5 tracks and encloses 24 receiving sinks so that 24 cars may be unloaded at the same time. The drier building is of structural steel and is erected over the track shed. It is 28 feet wide, 180 feet long, 99 feet high and will contain a 12 section drier, composed of 3 Morris, 3 Hess and 6 Ellis sections.

East of the working house is situated a storage

As to Repairs—Do it Now

Money Can Be Saved and Efficiency Increased by Attending to Needs of Plant Promptly Instead of Waiting for a Convenient Time That Never Comes

BY G. D. CRAIN, Jr.

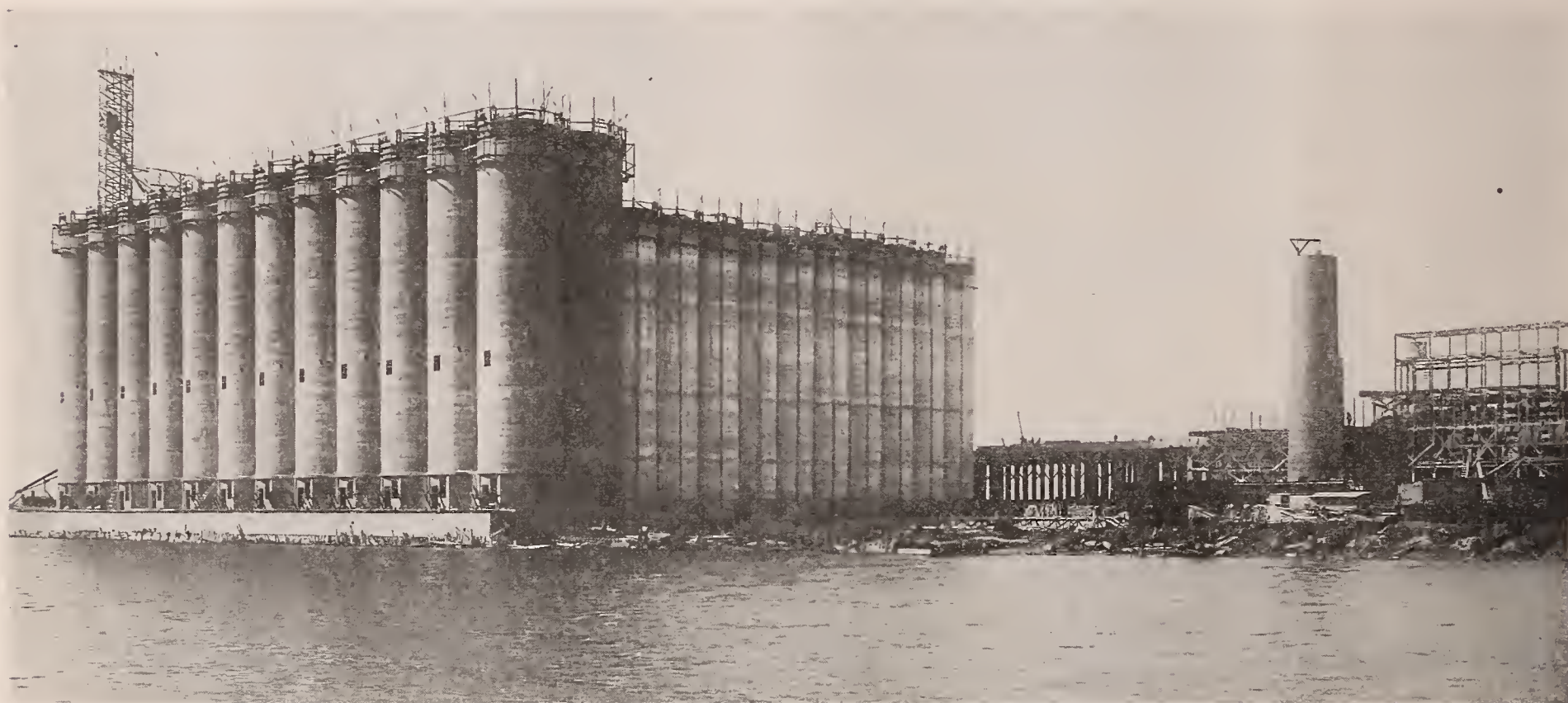
AWAY back in the dim and distant ages when writing in copy-books was part of the daily routine, a certain sentence which was indelibly impressed on the mind of the young student was this: "Procrastination is the thief of time."

The chances are that the copy-book artist did not altogether understand just what "procrastination" was, or what the object of a thief with time for his loot might be; but he remembered the words—by dint of having written them a good many times—and later on the meaning of the statement became clear.

In spite of the triteness of the phrase, procrastination is the thief of time, and often of money; in fact, since time means money and lost time means heavier overhead, anything which contributes a re-

lutely necessary. By that time, instead of the cost being small and the time required to make the adjustment negligible, the expense may be that indicated by actual replacements, with a corresponding bill for labor and a corresponding amount of inconvenience due to a prolonged period of idleness on that part of the plant affected.

In the big elevator with a considerable number of units, and more or less duplication of equipment, it is a comparatively simple matter to throw one unit out of commission for making repairs, and most jobs can be handled in a couple of hours. In the smaller elevator, where stopping a leg means tying up operations, it may seem more difficult to arrange for the work to be done, but it will pay even here to have the repairs made when the evi-



CONCRETE TANKS IN RIVER HOUSE OF NEW CALUMET TERMINAL ELEVATOR, CHICAGO, SHOWN AT LEFT FOREGROUND WITH STORAGE HOUSE TANKS IN THE REAR

house consisting of 104 reinforced concrete tanks, each 22 feet, 6 inches inside diameter and 104 feet high, affording a capacity of 4,383,000 bushels. Future storage is provided for 3,364,000 bushels.

The river house is east of the storage house and parallel with the Calumet River. It contains 6 shipping legs. The first story is 18 feet 9 inches high of reinforced concrete surmounted by 24 reinforced concrete storage bins each 22 feet 6 inches inside diameter, 95 feet high with total capacity of 778,000 bushels. The cupola of the river house contains scales, garners, etc., and is 45 feet by 270 feet and 77 feet high, built of structural steel with reinforced concrete floors and roof, plastered with cement plaster.

The marine tower which unloads boats to the river house is 28x32 feet 6 inches and 145 feet high. It is located at the south end of the river house and built of structural steel covered with wire mesh. At the north end of the river house and parallel with the river is a shipping gallery 500 feet long for shipping grain from the river house. All the machinery will be driven by motors supplied by the General Electric Company which have been delivered

DEMURRAGE charges in Canada have been increased temporarily. The new rates are the same as the new schedule fixed by the Interstate Commerce Commission in this country, except that the Dominion Railway Commission has kept the second day rate at \$1 instead of \$2.

duction in the number of effective working hours in a plant is a costly luxury, even though the proprietor or manager may be entirely ignorant of the fact that he is indulging in it.

A well-known efficiency engineer, who, by the way, believes as much in the application of common sense as engineering, said the other day that the most frequent opportunities for plant betterments that he sees have to do with the correction of minor defects of buildings and equipment, which, he added, could or should have been attended to without any special suggestion on his part.

"The man who is running a plant, no matter whether it is a furniture factory or a grain elevator," he said, "gets accustomed to it. Its little defects and imperfections are so familiar that they are entirely overlooked, and it never occurs to the manager to do anything to eliminate them. The outsider, coming in with a new viewpoint and a definite ideal of plant operation, at once sees opportunities for improvements, and when the owner reads the list his first impression is wonderment that he has overlooked them for so long."

The engineer went on to say that in his experience one of the principal elements entering into the cost of plant operation is delay in attending to the little things. Here again an old-time proverb comes in handy—"a stitch in time saves nine." As soon as it is seen that repairs should be made, they should be made, instead of waiting until the condition reaches the point where a change is abso-

dence that they are needed first presents itself. It will pay both from the standpoint of getting better work out of the elevator and cutting down the expense of keeping it in trim.

In this connection a rather interesting development has been caused in a good many elevators by the introduction of central station service, along with the use of electric motors. Prior to their installation the elevator had its own power plant, and the engineer was kept pretty busy seeing that there was plenty of steam up and that things in the boiler and engine-room were running along all right. When electric power was adopted and current taken from the wires of the local company, the engineer was needed merely to operate the boiler used to supply steam for heating the building and the drier.

In comparatively few instances, however, was this employe forced out of his job. On the other hand, instead of being merely the engineer, he became a kind of master mechanic, having supervision over the mechanical end of the work, and being in charge of making repairs and supervising the installation of new machinery. Most of these engineers are practical, ingenious fellows, and being given a job of this kind pleases them and at the same time insures the elevator man being able to keep his plant in much better condition than it would be possible to do without such service.

The superintendent of a Chicago elevator, who

January 15, 1917.

was discussing the matter of plant upkeep, said that a cardinal rule in his establishment is to "do it now." He added that in order to carry out this principle in his plant, which is of considerable size, it is necessary to keep a crew of mechanics at work all the time, but he has found that the investment in their services is profitable.

"If a bucket drops off a leg or is broken," he suggested, "we don't let it rattle along until a happy circumstance gives a chance to remove and replace it. We stop that leg immediately, bring the belt around to the opening and remove it forthwith. This means losing the use of the equipment for an hour or two—but it also means that when the leg goes back to work it will be operating at 100 per cent efficiency, and that we won't need to worry about that particular thing any more. The trouble about waiting until there is a good chance for a general clean-up is that there are too many things to do when that time comes, whereas getting action right away doesn't take much time, but gives you the assurance of always having a plant which is working to the best advantage every day in the year."

A crew of this kind is exceedingly valuable also in keeping special machines going when otherwise expert service from the manufacturer might have to be called on, and the machine thrown out of use pending the arrival of man and parts. In a plant of considerable size the clipper was damaged not long ago an account of some iron getting into it. Several of the parts were so badly damaged that they had to be entirely replaced. The mechanics employed for the purpose of working on the equipment of the elevator dismantled the machine, found out which parts needed replacement, had these made, and put the clipper back to work. This was more or less of a makeshift proposition, for a new drum was ordered, and pending its arrival the machine was started up with the old one still in use. Showing that the work had been well done, it is still running smoothly, though the new drum has now arrived and can be put to use as soon as it is necessary to make the change.

Little things about the building should be given more attention than is usually done. Take for instance a dangerous stairway, a projecting beam or some other obstacle to "Safety First." The man who is familiar with all the little ins and outs of his plant will think nothing of these, but will make his way around the elevator, instinctively avoiding the hazards which it presents. But a new employe may be put to work, and may be injured because he was not alert enough to look out for the chances to get hurt. In that event he will have legal recourse against the employer. If the plant is in a compensation state—and every elevator man should work on the basis that if he is not operating under a compensation law now he will be before very long—indemnity must be paid as a matter of course; and even in a state where no such law is in effect, the courts will generally hold for the employe on the ground that the operator of the elevator did not have his plant in a reasonably safe condition.

Every now and then the inspector for the fire insurance company comes around and looks things over with a view to lessening the fire risk. He is usually given a cordial reception, told to "help himself," and enabled to make a complete and thorough-going inspection. That part of it is all right—but how many of his recommendations are given immediate attention? In view of the fact that the changes and improvements usually recommended make not only for greater safety from fire, but also are a good investment in reducing the fire insurance rate, a report of this kind deserves attention and immediate action. Instead of promising yourself to make the changes "one of these days," why not "do it now"?

The elevator man who decides that he will have an efficient plant not simply once a year, after an "annual overhauling," but that he will make an effort to repair all machinery as the needs develop, will have more work to look after, but it will cost him less and will give him a plant that he can run with less expense and at greater efficiency.

The New Soo Line Terminal Elevator

Complete Description of Recently Constructed House at Minneapolis which is Generally Rated as Second-to-None So Far as Efficient Layout and Design and Modern Construction Are Concerned

THE latest addition to the operating facilities of the Bartlett-Frazier Company of Chicago, is the new 1,250,000 bushel Soo Line Terminal Elevator at Minneapolis, Minn., designed by R. H. Folwell, engineer and manager of construction for the Thompson-Starrett Company, Chicago. In this design Mr. Folwell has spared no expense to make this entire plant the most up-to-date in the country in the matter of economical arrangement, stability and architecture.

In arrangement, the working house lies between shipping and receiving tracks, the storage annex on the same side of the building as the shipping tracks, the drier, bleacher and hoiler house at one end of the working house and the office and transformer house at the opposite end with a system of subways connecting the buildings of the plant. This facilitates the operation of any or all of the

ing of reinforced concrete, brick and steel. The working house is 150 feet long by 62 feet wide and 194 feet high from the basement slab to the parapet. The entire building rests on a reinforced concrete mattress of flat slab design projecting 3 feet outside of the building lines in all directions.

The storage bins in the working house consist of 20 round bins 14 feet 4 inches in clear diameter alternating with 20 round bins 12 feet 6 inches clear diameter having 6-inch walls. These bins are spaced longitudinally so that the bin walls are tangent and placed crosswise of the house, making the bins 2 feet apart, thus affording three rows of interstice bins nine in each row with a capacity of 3,000 bushels. The depth of all the bins of this house is 70 feet. The cupola above the bins is 137 feet by 61 feet at the bin and distributing stories reducing in width to 45 feet at



THE SOO LINE TERMINAL ELEVATOR, MINNEAPOLIS, MINN.

auxiliary buildings without in any way interrupting the operations of receiving, shipping and cleaning of the main house.

The plant consists of a 400,000-bushel working house and storage tanks with 850,000 bushels capacity. The receiving track shed over four tracks has a capacity of 240 cars; the shipping track shed over two tracks has a capacity of 240 cars and there is a shipping capacity of 120 cars in the receiving track shed. A drier of 1,000 bushels capacity has been installed together with a bleacher of 4,000 bushels capacity with cooling tanks of 40,000 bushels capacity and sulphur storage of 100 tons capacity. There is a boiler house with a capacity of 300 horsepower; a transformer house with three 500-K. V. A. transformers; an office building two story and basement accommodating offices and all conveniences for superintendent, accountants and 40 employees.

The entire plant is provided with a subway system giving access to all the buildings of the plant without the necessity of crossing tracks. The shipping shed located between the working house and storage is roofed with steel canopies. Above the shipping track canopies there is a dust house with dust packing capacity of 5 cars a day. At the bin floor the 32 foot space between the working house and storage annex is spanned by a bridge 100 feet wide and the storage is surmounted by a gallery at the same level accommodating five storage belts. All of the plant is of fireproof construction consist-

the scale floor, which size continues up through the garner and machinery stories. All of this cupola is of reinforced concrete skeleton construction with enclosing walls of brick and glass, the brick panels being depressed to effect a relief.

The storage annex consists of 30 concrete tanks 20 feet clear diameter and 20 interstice bins 95 feet high from the top of the foundation to the gallery floor. The foundation is 10 feet high consisting of a reinforced concrete mattress 18 feet thick at the bottom with intermediate walls so located to take the loads from the tank walls direct to the foundation, and the top reinforced slab 12 inches thick.

The receiving track shed is 70 by 150 feet, accommodating the unloading of 12 cars simultaneously. Each of the 12 pits have a capacity of 2,000 bushels and are made of reinforced concrete. The foundation pits of the track shed are all waterproof reinforced concrete construction. The shipping track shed is located between the storage and the working house and is provided with six carloading spouts, capacity of 240 cars a day.

The drier was furnished by the Strong-Scott Manufacturing Company. It is of the Morris type of 1,000-bushel capacity, located at the end of the working house in such position that the reversible belt in the bin story extends through a bridge and delivers grain to the two 6,000-bushel garners over the drier. Under each cooler there is provided a concrete cooling bin of 1,000-bushel capac-

ity. This drier is 125 feet high of reinforced concrete and steel throughout and is provided with steel and wire glass windows full ventilation.

The bleacher plant is of 4,000 bushel capacity joined to an elevator leg tower which in turn is joined to three cooling tanks 20 feet clear diameter and 60 feet high. The whole is surmounted by a cupola covering leg tower and the tanks. This plant is situated 40 feet away from the main working house and connected by a tunnel. The bleacher is fed from a 2,000-bushel garner which receives grain either from the transfer belt in the drier head house or by screw conveyor from the scale floor of the working house. The spouting for feeding the bleacher is provided with automatic trap doors to prevent any fumes going into the working house.

The boiler house is a brick and concrete structure 25 by 50 feet accommodating two 150 horsepower boilers. The pump house adjoining the boiler house is of the same construction and accommodates the centrifugal fire pump, boiler feed pump and the pump for supplying the water to the plant and office building.

Grain is received in 12 receiving pits located under four tracks so that each of the three 36-inch receiving belts serve four pits which deliver grain to the three receiving legs. The drawoff slides of these pits are operated by an interlocking system preventing the possibility of two pits being open at once. The three receiving legs deliver grain to

Chalmers Manufacturing Company of Milwaukee, Wis.

The 16 legs of the house are each provided with an independent motor connected with countershaft by silent chain drive. The drive from the countershaft to the leg head shaft is by means of rope transmission. Five storage belts, four shipping belts, three receiving belts and the reversible transfer belt and all provided with independent motors and connected with the head shaft by silent chain drives. The cleaning machines are driven by independent motors and belt drives. The clippers are driven by direct-connected motors.

Grain is delivered to the drier by means of the transfer reversible belt and from the drier brought back to the house to the drier leg by means of conveyor belt with a silent chain drive. The bleacher is fed from a 2,000-bushel storage, which storage is supplied from the reversible transfer belt or from the house by means of screw conveyor on the scale floor.

Grain is drawn from the cooling tanks by means of a 16 inch conveyor in the subway system and delivered to the bleacher leg in the house. The handling capacity of the three receiving legs, four shipping legs, and the spouting system is 18,000 bushels per hour.

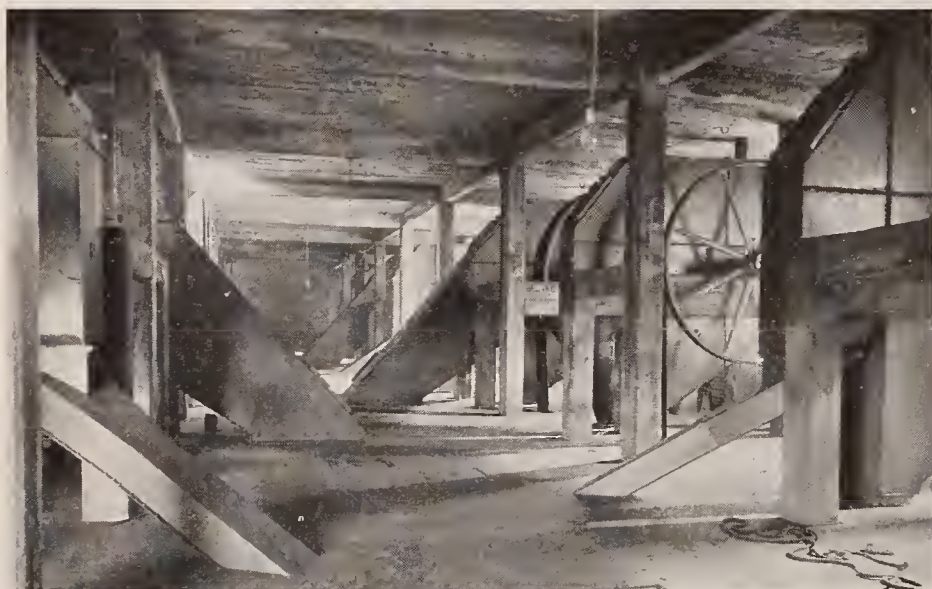
The greater part of the grain handling machinery was supplied by the Weller Manufacturing Company of Chicago, Ill. The belting was in most part,

nating any question of a breach of contract for transportation as not within the jurisdiction of the Commission, the decision holds that there is no obligation placed upon the carriers to provide for free transportation or reduced rates for the return of embargoed shipments and that failure to provide for such return is not unreasonable.

RAILROADS TO BLAME

The statement in the December issue to the effect that the car congestion was caused largely by the use of cars for storage purposes by consignees, is disputed by the Hanna-Pate Grain Company of Joplin, Mo. No Eastern traveler can have failed to be impressed with the vast number of loaded cars in the yards of all Atlantic terminals and on every siding as far west as the Alleghanies. The cars are left loaded, not because demurrage is cheaper than storage, but because at most points storage room is filled to capacity. Our transportation and storage facilities provide for normal business activity. We forget that present conditions are abnormal and that many manufacturing plants are running at capacity instead of a normal 50 per cent or less.

But, nevertheless, the position of the Hanna-Pate Grain Company is correct so far as many sections of the country are concerned, and repair shops of all Western roads are filled with broken-down en-



INTERIOR VIEWS OF THE SOO LINE TERMINAL ELEVATOR, SHOWING ELEVATOR HEADS AND BELT CONVEYORS

their respective garnerers on the garner floor, which in turn discharge to a 2,000-bushel hopper scale from which it is possible to reach all the bins in the house as well as the storage annex by means of the reversible belt and five 36-inch storage belts.

Grain is taken from the storage tanks by means of four 36-inch belts in the basement and delivered to four shipping legs. Each shipping leg is provided with a 2,200-bushel garner and 2,000-bushel scale and through the distributing spouts will deliver grain to any of the carloading spouts on both sides of the house or to any of the cleaning bins.

The house is provided with six No. 10 Invincible Receiving Separators arranged in two batteries of three machines each. Three machines are fed simultaneously and discharge to the separator leg which in turn elevates cleaned grain to the top of the house. There are also four wheat and oat separators which are served by two legs running to the top of the house, one carrying oats and the other wheat. In addition four No. 10 Invincible Oat Clippers arranged in batteries of two clippers each, each pair of clippers being served by clipper leg delivering to the top of the house. One No. 9 double shoe Screenings Separator is located on the distributing floor.

There is a complete system of Day Dust Collectors serving all of these machines, also a sweeping system serving all the floors. The dust from all collectors is delivered to the dust room where it is sacked by two Monitor Dust Packers. A foreman's office is provided on the work floor and also a weighman's office on the scale floor. The entire plant is equipped with individual motor drives. The motors were all supplied by the Allis-

of the celebrated Klingtite brand, manufactured by the Goodyear Tire & Rubber Company of Akron, Ohio. This includes 17 belts running from 12 inches to 30 inches in width. Three are 5 ply belts and the remainder 6 ply. The total length of all the belts is 6,258 feet.

A feature of the construction of the elevator was the shortness of time in building, the work being started in March and finished on September 15, in spite of the difficulty of getting material.

The experienced operator visiting this plant is impressed with the fact that Mr. Folwell has made free use of his 20 years' experience in grain handling construction.

NO SPECIAL RATES ON EMBARGOED SHIPMENTS

BY SYDNEY A. HALE.

In view of the existing general freight congestion in various parts of the country and the efforts of the carriers to relieve the situation from time to time by embargoing the movement of freight, the recent decision of the Interstate Commerce Commission refusing to hold the failure of the transportation companies to provide for the return of such freight at free or reduced rates unreasonable becomes of more than passing interest to the shipping public at large.

The case in point is that of the *Hudson Motor Car Company vs. Michigan Central Railroad, et al.* [42 I. C. C., 1]. It involved the return movement of a shipment of two automobiles, originally consigned to a point in Mexico, but refused at a Texas junction because of embargoes against the movement of goods into the Southern republic. Elim-

gines. This indicates an apparent mismanagement of vast proportions, which is amplified in other departments of railroad organization. The letter from the Hanna-Pate Company is as follows:

We notice an article in the "American Grain Trade" of December 15, regarding car congestion. This reads very similar to all the other articles which we have noticed in the different journals which have been published during the last six weeks, and there are several of them putting all the blame for the car shortage upon the consignee of the freight, with the unusual statement that it is cheaper to pay one dollar a day storage than to own additional storage buildings. If anyone will stop and figure just a minute, he will very soon convince himself that there is little economy in paying at the rate of \$30 per month for the storage on the average car load of merchandise, and any public warehouse company in any of our cities would be very glad to unload the car and furnish storage for same at a very much cheaper rate than the \$30 per month would amount to.

If you will take the pains to make inquiry in the west central part of the United States you will find the thing that is causing the car congestion, is lack of terminal facilities and motive power on the part of the railway companies, but we are convinced that the railroads have seen to it that there have been quite a number of newspaper articles published, putting the blame upon the other fellow. It has occurred to us that they really thought that it was policy upon the part of the railroads to keep making noise enough in this direction to keep the public mind and attention drawn away from the actual conditions, which would show that about 75 per cent of the shortage is directly due to the fault of the railroads themselves in failing to supply themselves with sufficient motive power and terminal facilities.

To illustrate: We find frequently that the railroads are taking three or four days to spot a car at our warehouse for unloading, and frequently leave it empty for one or two days after it has been emptied before starting it to some other industry that has been badly inconvenienced for the lack of equipment, and

we feel that it is unfair for the railways to keep the public under the impression that the fault is not with them.

We might cite you to an instance here in our city, which occurred about two weeks ago: One of the roads here had over 20 empty coal cars standing on one of their switches within the city limits, and those cars were allowed to remain there from three to five days after they were empty before they were started back to the coal mines, and that same period the railroads were not furnishing empty cars to the mines in sufficient quantity to allow the mines to run more than two days per week. Some of the industrial plants here are on the verge of having to shut down on account of lack of fuel, and we feel that these articles should be made to read in such a way that the railroads would have to share their part of the blame for the car shortage. We are thoroughly convinced from our own investigation that they are directly responsible for at least 75 per cent of it.

NOTICE TO SHIPPERS OF SHELLLED CORN

Whenever any shelled corn is sold, offered for sale, or consigned for sale by any of the grades of the official grain standards of the United States for shelled corn, and is shipped in interstate or foreign commerce without inspection from a place in the United States at which there is no inspector licensed under the United States Grain Standards Act to another place at which there is no such inspector, the shipper is required by the rules and regulations of the Secretary of Agriculture under the Act, to send a report of such shipment to the Secretary of Agriculture, at Washington, D. C., within seven days. Failure to make the required report may subject the shipper to the criminal punishment specified in the Act.

These facts are called to the attention of grain shippers by the Office of Markets and Rural Organizations of the United States Department of Agriculture, because it believes that some shippers do not fully understand the requirements of the regulation.

The reports to the Department must show the date of shipment; the kind of grain and its quantity; the grade by which it is sold, offered for sale, or consigned for sale; the points of shipment and destination; the name of the initial carrier; the car initial and number, or the name or other designation of the vessel, boat, barge, or vehicle, in which the grain is shipped; and the name of the shipper.

COST OF OPERATING COUNTRY STATION

Facts are the foundation stones of business; knowledge of how to apply them is the keystone of the arch which completes the structure. Our invitation to country elevators to send us facts on the cost of handling grain at their station, brought the following response from the Railsback Grain Company, of Ashland, Neb.

"In your last issue we note your request for information regarding the handling of grain at country stations. We would say that we have given this question considerable thought and we are inclosing you some figures that we had prepared on two stations that we have operated for several years, showing the actual cost of operating these stations for a period of seven years, taking into account the shrinkage, but not the loss on grades, which is also another item that should be taken into consideration in making an estimate cost.

"We are, or have been, operating seven stations for many years, each of which shows about the average volume of business as shown in these statements. At one of the stations they did an average business of 111,450 bushels per annum, of corn, wheat and oats, showing an operating expense of 2.58 cents per bushel. The other station handled 137,846 bushels, showing an expense of operating of 2.4 cents per bushel.

"The enclosed article was a direct address to the farmers of one of our stations who were agitating the question of a third elevator when two were sufficient to do the business. You may use these figures, as they are authentic."

The article referred to contained figures on the

business of two stations in Nebraska which were typical of the seven houses operated by the company. The first station handled an average over seven years of 137,846 bushels of grain per year, and the second 111,450 bushels. The relationship of volume and cost will be noted as this is the most important factor in determining the advisability of invading with a new elevator a station already occupied and efficiently served.

In computing the cost of operation, salary, labor, taxes, insurance, interest, shrinkage, etc., are taken into account. The shrinkage is not estimated, but is actually computed by inventory each year. The 6 per cent on the capital is based on the property investment and 1/12 of the actual money paid out for grain. The statement for one elevator is as follows:

Handling Cost Statement					
	Purchases Seven Years		Shrink- age, Bushels	Shrink- age, Dollars	
Corn	677,202 bushels	\$356,644	4,336	\$2,286.36	
Oats	29,199 bushels	10,024	230	89.62	
Wheat	258,524 bushels	217,849	3,062	2,668.87	
Totals ...	964,925 bushels	\$584,517	7,628	\$5,044.85	
Expense for seven years:					
Salary and incidental				\$8,103.93	
General expense				3,025.12	
Taxes and insurance				871.15	
Shrinkage, 7,628 bushels, cost				5,044.85	
Interest, 6 per cent elevator cost				3,360.00	
Interest, 1-12 of capital @ 6 per cent				2,922.02	
Total expense seven years				\$23,327.37	
	Average Purchases One Year		Shrink- age, Bushels	Shrink- age, Dollars	
Corn	96,743 bushels	\$50,949	619	\$327.72	
Oats	4,171 bushels	1,432	33	12.80	
Wheat	36,932 bushels	31,121	437	380.13	
Totals ...	137,846 bushels	\$83,502	1,089	\$720.65	
Average expense for one year:					
Salary and incidental				\$1,157.70	
General expense				432.16	
Taxes				64.45	
Insurance				60.00	
Shrinkage, 1,089 bushels, cost				120.65	
Interest, 6 per cent elevator cost				480.00	
Interest, 6 per cent on 1-12 of capital				417.51	
Total expense one year				\$3,332.47	

Summary of Average Year. Elevator No. 1
 Bushels Paid Shrinkage Loss Expense
 137,846\$83,502 1,089 \$720.65 \$3,332.47
 Cost of handling per bushel, 2.4 cents.

The statement for the second elevator, handling 111,450 bushels of grain, computed on the same basis for seven years can be summarized, as follows:

Summary of Average Year. Elevator No. 2
 Bushels Paid Shrinkage Loss Expense
 111,450\$66,762 612 \$390.96 \$2,875.05
 Cost of handling per bushel, 2.58 cents.

According to the books of the firm the margin asked for handling has been 1½ to two cents on corn and oats, and three cents or less for wheat. The margin of profit is so small in each case that any decrease in the volume of business, such as would follow the formation of a farmers company would be disastrous to the original company and unprofitable for the new elevator.

GRADING WHEAT

Last September at Baltimore, Dr. J. W. T. Duvel, asked the opinion of the grain trade on certain specific questions relative to the grading of wheat and oats. The tentative grades for these grains has not yet been given out by the Department of Agriculture, but the following letter to Dr. Duvel from W. S. Powell, chief inspector at Cairo, Ill., will form a basis for serious thought and discussion:

The following answers to your questions are my ideas, and please remember the poor inspectors and don't make too many grades.

I. Should the wheat and oats grade have a limitation as to moisture content? If so, what should the limits be, or should the grade be fixed according to quality and the moisture content specified in each instance?

In answer to the first question: Yes, both wheat and oats should have a limitation as to moisture content.

The maximum moisture content for wheat should be 10½ for No. 1, 12 for No. 2, 13½ for No. 3, and 15 for No. 4.

The maximum moisture content on oats should be

11 for No. 1, 12 for No. 2, 12½ for Standard, 13½ for No. 3, and 15 for No. 4.

The moisture content on wheat and oats will be a more difficult problem for the inspector than the moisture content on corn. The inspector has been able to approximately tell within one-half of one per cent the moisture content in corn, the moisture content on other grains, not having had the same attention, will be more difficult, with the exception of the extreme in moisture or dryness. I don't think the moisture content should be the determining factor in the grading of oats.

The average for 10 years, I believe, as stated by you at Kansas City—1913—was about 12 per cent; this, if I remember correctly, was from 1903 to 1912, inclusive.

The crops of 1913 and 1914 did not make any material change in the average, but the crop of 1915 upset all previous records and from tests made by me on this crop from August 1, 1915, to July 31, 1916, the average moisture content was 14.71¾ per cent, the oats tested were from Illinois principally, with some from Iowa and Nebraska; at least two-thirds being from Illinois. The maximum test was 24 per cent and the minimum 12 per cent.

There was practically none of these oats hot or out of condition and I believe we had less mow-burnt and bin-burnt oats than we have ever had on any crop in my experience.

We graded oats with 15½ per cent of moisture No. 3 and had had complaints from shippers because we called oats with 16 per cent and over, damp, they contending the oats were dry.

II. Should there be a set of standards for sulphured oats? Yes. Sulphured oats should be graded according to quality and a limit to the moisture content not to exceed 16 per cent.

III. Should all classes of wheat be graded on a dockage basis as is now the practice in the hard spring wheat belt, that is, the percentage of dockage (screenings) expressed in pounds per bushel, with a corresponding deduction from the total weight, the grade being determined on the clean wheat?

Should the same conditions apply to oats, and, in fact, all grains?

To the first question: No. Conditions are not the same with winter wheat as with the Northern spring wheat; the wild oats and small seeds are seldom seen in the winter wheat.

To apply the dockage system to oats and other grains would be unnecessary on all inspections, it could be left to the judgment of the inspector. The inspection of grain is, or should be, left to the judgment of the inspector, and if he has to delay grading all grain for tests you will detract from his efficiency in accomplishing the object sought in most markets to secure the maximum amount of grades in a minimum of time.

IV. What disposition should be made of wheat and oats containing wild oats? The dockage system takes care of the wild oats in the Northern spring wheat markets, and there is very little of it in winter wheat.

The mixture of wild oats with cultivated should be graded down if there is an appreciable mixture.

V. Should velvet chaff, blue stem, fife and marquis all come within the same classification? No.

VI. Should hard winter wheat of the Turkey type grown in Illinois be classified the same as Turkey wheat grown in Kansas, or should a new class be provided for this type of winter wheat? No; there are enough grades at present.

VII. How many grades of wheat should be in each class? I would recommend the present rules of the Grain Dealers' National Association, as four grades are sufficient.

VIII. Should weight per bushel be a factor in the grading of both wheat and oats? If so, what should be the standards for the different grades? Yes. Your present standards as set forth in the rules of the Grain Dealers' National Association.

IX. Should smutty wheat be graded according to its quality and marked "smutty," or should it be graded down? It should be graded according to quality and marked "smutty."

X. Should a separate classification be maintained for wheat containing garlic or should garlicky wheat be graded down? Wheat with garlic mixed should be graded down.

XI. How much frosted wheat should be allowed in the grades? Frosted wheat being badly damaged should be classed as such and the wheat graded accordingly.

A STATEMENT recently issued by the Board of Grain Commissioners of Canada shows that during the past year a record was created in the shipping of grain cargoes for Port Arthur and Fort William, both in number and quantity. In 195 Canadian and 565 United States vessels, 253,969,599 bushels of all kinds of grain were carried East. This was an increase of 341 cargoes and 52,200,000 bushels over 1915, and was more than double the amount shipped in 1914. A large proportion of this movement was of the crop of 1915, as the present crop was only about half as large and the movement will be correspondingly light.

Indiana Dealers Hold Annual Meeting

Live Topics and Interesting Speakers Help to Make Hoosier Convention a Success—Governor Goodrich Addresses His Fellow Grain Dealers—Old Officers Re-elected

ALARGELY attended meeting of the Indiana Grain Dealers Association, if anything more interesting than usual, was held at Indianapolis, Ind., Tuesday and Wednesday, January 9 and 10, in the assembly room of the Indianapolis Board of Trade. Secretary C. B. Riley had arranged a program offering a diversity of topics, all timely, and presented and discussed by leading men in the Indiana grain trade.

President John S. Hazelrigg of Cambridge, called the first session to order at 2 o'clock Tuesday afternoon and introduced Rev. Frank S. C. Wicks of Indianapolis, who made a cordial address of welcome followed by a prayer in which he invoked the Divine aid for all children of men in carrying out the will of their Heavenly Father in that the earth should produce in its fullness and that good will and happiness should everywhere prevail.

THE PRESIDENT'S ANNUAL ADDRESS

President Hazelrigg then read his annual address in which he first told of the many benefits derived from being a member of the Grain Dealers Association. Continuing, he said:

It is useless for any grain shipper to get the notion in his head, as do a great many new men in the business, that he can buy every crop of grain that is raised in the territory tributary to his elevator, because he cannot, and the disappointment results in trouble and loss. If you cannot buy the crops of grain that really should go to your elevator, possibly on account of some little former difference between you and the farmer, you should not harbor an enmity toward your competitor because he gets that certain crop of grain. You will find this trouble has existed in a great many localities and has been the cause of much anxiety and loss of money and friendship, the latter being the more serious loss when it exists for years as has been the case many times.

It is often the case where one shipper has to do a great deal more Association work in his locality than he thinks he ought to, but nevertheless, if he is fitted for it and is called upon to serve in that capacity, he should do all he can to keep the spirit and good will of his fellow men alive and together. It is the duty of every member of this Association to make himself one of a special committee to see and urge, by every means that he can, his neighbor dealers, not already members, to join the State Association. The little amount that it costs each member to belong to and sustain the organization is but a trifle, and no one in the grain business can afford to stay outside.

When you stop to think of the advancement there has been in the grain business the last 12 or 15 years, you can hardly fail to appreciate what has been done. New modern elevators have sprung up all over the state and modern conveniences have been installed for the efficient and economical handling of grain and the advancement of the business, and no one realizes and should appreciate this more than the farmers of our state. The advancement of the grain business of today has been accomplished largely through the efforts of our State Association and similar organizations in other states and the nation. One can hardly comprehend the good work that has been done through our Legislative Committee of our State and National Association both in securing legislation and defeating bad legislation.

It used to be in former years when you would make claims to the railroads for losses suffered in the transportation of grain you would file your claims with the railroad companies and they paid but little attention to your demands, if you were not in the favorite class, but now it is different. When you file a claim in the proper manner and you have a just claim, it is taken up promptly with the claims department of the respective companies and adjusted in a short time.

Then, in the manner of terminal markets, it used to be when a car of grain arrived at its destination there would be little attention paid to the physical condition on its arrival. If the car was leaking, the shipper had no means of telling anything about it. Thus, there was little chance for recovery of the value of his grain that was lost in transit, but in this day and age the conditions are far different in the terminal markets. Every precaution is taken in almost all markets to ascertain the condition of every car on its arrival. This has been accomplished by the grain associations and the co-operation of the commission merchants in their respective markets. There are a few tardy exceptions to the general rule of up-to-date markets, but we are anticipating the desired service in all within a short time.

Secretary Chas. B. Riley submitted his report which indicated real progress during the year. The

secretary said that there were 314 members in good standing at the present time, and that the trade is coming more generally to realize the value of association membership. He then discussed business conditions as follows:

The trade generally has made money the past year in spite of the numerous embarrassments, such as short crops, demoralized markets and bad transportation conditions, etc. For the last two years we have urged the trade to be careful about buying and selling grain ahead, and especially the last year on account of the erratic markets and the demoralized transportation situation.

The prices of all grain have been high compared with the prices during normal times and any day was liable to witness changes of 10 cents per bushel and almost any hour was liable to develop a new embargo on transportation, so that no one could well figure on markets or dates of shipment or delivery.

In addition to the embargoes there has been for



JOHN W. LUSCOMBE AND A. H. FLANNIGAN

many months the greatest scarcity of car equipment ever experienced by the grain shippers, and at this time there is but little relief in sight.

The grain dealer that has been blind and refused to see or hear the warning, in many instances has paid or is now paying the penalty, notwithstanding considerable corn was contracted to receive at what now seems to be a low price, and for want of cars is still on hand. In many instances houses have been closed and the trade greatly demoralized by reason of the extraordinary conditions, all of which will bring trouble along with the profits now apparent.

Transportation Facilities

The year has brought more trouble to the trade generally on account of car shortage than any year within the experience of this Association. Fortunately, the principal part of the grain received has been in good condition, so as not to deteriorate greatly while holding in elevators or on the rails, but the utter lack of equipment has greatly handicapped the trade.

We have answered the call of many of our members to assist in getting cars, but with all we could do there still was a waiting list for thousands of cars that never came.

The carriers claim they are doing their best to provide facilities, but the abnormal conditions are still threatening.

We notice the shortage of cars December 1 was 105,557 as compared with a surplus of 57,693, June 1,

1916. Now this extraordinary condition is not wholly accounted for, but doubtless it is due to many causes over which the carriers cannot exercise full control.

Margin of Profit

One redeeming feature has been the purchase of much grain on a fair margin of profit and the premiums for cash stocks permitted many to get out with limited losses or a liberal share of the profit.

Claims Department

During the past year we have filed the usual number of claims against the carriers on account of loss in transit and other causes. The number of claims declined by the carriers is greater in proportion to the number filed than usual. It seems that carriers are more technical in their treatment of claims than formerly, raising all kind of defenses. I think, too, we have filed more claims without complete evidence than usual, because the claimants have in some instances desired them filed as a condition precedent to the institution of suit, if rejected. We have also filed some claims for which we had not the complete evidence, on the theory that we would be able to develop the evidence or that the carriers' record of car movement would disclose the evidence, and in a limited number of cases we have realized the benefit of this effort.

Carriers are practically insurers of the tonnage they accept under the common law, and the burden of exempting themselves from liability for failure to deliver in the amount and condition received, is an affirmative defense available to them under certain conditions, but not always properly exercised outside of the court, or in other words, the claims departments now require the claimant to not only show the amount and kind of grain loaded and discharged, but they improperly require the claimants to show such a condition of the car or movement thereof as will disclose the cause of the loss. Now, we have usually returned to claimants the rejected claims with all the papers, recommending suit, as the courts will compel the carriers to free themselves from liability, rather than compel the claimant to show how the loss actually occurred. We still think shippers should pursue that course. As a matter of economy they can group their claims and bring suit in their local courts, and do it for much less expense than it could be accomplished for them by the Association, in addition to which the Association has never assumed that responsibility and doubtless should not for many reasons.

Weights

There is no single subject in which the grain trade of this state is more interested than "Weights." We find our members generally are doing much to bring weights up to the highest point of efficiency, both in the matter of appliances and in the operation of same. We think the principal markets of the country are likewise making advances along that line. Some of them are not yet fully alive to the importance of this subject, but they are the exception, and, of course, will ultimately pay the penalty for their neglect or will change their methods.

Local Meetings

During the year I have attended over 50 local meetings in the state and some on the Indiana and Illinois border in conjunction with the secretary of the Illinois Association. We have had fair attendance at the greater number of the meetings, but very poor at others.

New Members

President Hazelrigg has brought forcibly to your attention the importance of your co-operation in this matter of soliciting new members.

While our report on membership shows up perhaps better than it ever has before, yet there are several hundred good and eligible people in the state that are not members of the Association. We know from experience that they would not all become members at one time, but the greater number are ready and willing to join us if their neighbors that are members will go to enough trouble to personally solicit them.

TREASURER'S REPORT

Treasurer Bert A. Boyd of Indianapolis read his report showing cash on hand January 17, 1916, \$1,039.17; receipts from January 19, 1916, to January 8, 1917, inclusive, \$5,691.29, making a total of \$6,730.46.

Disbursements were \$4,970.43, leaving a balance on hand January 8, 1917, of \$1,760.03.

COUNTY AGENT WORK

J. F. Treasure, county agent of Muncie, Ind., then related what three years of county agent work had accomplished for Delaware County. The duties of the county agent were to increase the soil fertility and not to interfere with the farmer in the matter of marketing his products. He told of the large number of abandoned farms in the state of New York due to the depletion of phosphorus in the soil and spoke of the falling off in a few years, in Iowa, of the production of No. 1 corn, there being shipped from that state 303 cars of that grade in 1901 and but 16 cars in 1913.

He outlined better drainage for the growing of alfalfa, better liming in the case of com-

mercial fertilizers as means of getting the farm back to its best productiveness. It was of the utmost importance to get the phosphorus and potash back to the soil.

He also told how the work of the county agent had greatly increased the yield of corn; the boys' clubs have averaged 82 bushels per acre, and in the competition of 186 fields an average of 78 bushels per acre was grown.

EXPERIMENTAL STATIONS

Professor T. A. Coleman of the Agricultural Extension Department of Purdue University spoke of the establishment and growth of experimental station work. The county agent had been evolved from the difficulty of getting farmers to make use of the practical ideas obtained in the laboratory and in the experimental stations. It had always been difficult to induce the farmer to study the science of agriculture.

He explained how the yield of corn had increased from year to year in Randolph County, and what had been accomplished in standardizing given areas after determining what was the best type of corn to grow in that locality. He regarded this question of standardization of great importance as it enabled the dealer to market a standard quality of corn and to build a demand on a uniform variety.

C. B. Jenkins of Noblesville commended that part of Mr. Coleman's address referring to growing one variety in a given locality. It was what they had been working for for very many years. He was pleased to see such an interest in the work of the county agent and the establishment of a greater number of agents would be of untold benefit to the farmers, grain dealers and millers of the state.

P. E. Goodrich of Winchester also related the good results which had been accomplished by the county agent in Randolph County.

The chair then appointed the following committees:

RESOLUTIONS—E. W. Hutchinson, chairman; E. K. Sowash, Chas. Ashpaugh, J. J. Putnam, Jas. A. Gill.

NOMINATIONS—H. H. Deam, chairman; J. T. Higgins, J. T. Batchelor, V. O. Chance, Otto La Forge.

AUDITING—John H. Morrow, chairman; W. Reimann, N. Busenbark.

THE WEIGHT QUESTION

Dr. H. E. Barnard, State Commissioner of Weights and Measures, made an address on the subject "How can the Department of Weights and Measures of the State and the Grain Trade Co-operate to the Advantage of Both?" Dr. Barnard explained that he had encountered unsatisfactory conditions due to the few legal standards. He had found about 40 per cent of wagon scales in the state were inaccurate and the proportion about equal of those giving overweight and underweight. Everywhere he had met with co-operation in the matter of remedying the unsatisfactory conditions and told of plans which he had under consideration of testing all the scales in the state, condemning those which were incorrect and stamping with the state seal those which were all right.

The subject was very fully discussed by D. H. Brookie of Frankfort and others. Mr. Brookie thought that Mr. Barnard was wrong in a statement that wagon scales should be enclosed. He had found in such circumstances the pressure of the air in motion always caused incorrect weights. One of the principal causes of inaccuracy in scales was given as poor installation and worn out parts due to length of use. The meeting then adjourned until the following morning.

WEDNESDAY MORNING SESSION

The second day's session was called to order by President Hazelrigg at 10 a. m. and A. E. Reynolds of Crawfordsville, chairman of the Legislative Committee, gave his report. He said the present state legislature would be probably too busy this year to give much attention to grain legislation. He spoke of the Grain Standards Act and its general effect. The thing that all markets claimed could not happen without ruining the grain trade of the country had happened, and had benefited everyone.

The Pomerene Bill, in effect since January 1, he said should be corrected in that section which referred to shipper's weight and count. It gave the

railroads the opportunity of prescribing what were adequate weighing facilities and under what circumstances the shipper's weight and count should be put into the bill of lading. As there is no standard established by law for weighing machines and no seal of approval on them the railroads were given the best of the argument in claiming this or that system was not accurate weighing. He stated a measure was now before Congress which would practically remedy this matter.

Mr. Reynolds then discussed the activity of the Government in its endeavor to locate the cause of the high prices of foodstuffs. The Government seemed to think that the middle man could be eliminated and that grain could be grown, marketed, milled and introduced to the final consumer by parcel post. Either grain elevators were needed or they were not. If found to be a necessary factor in the marketing of farm products, then what should the government do to foster them? What also should the government do to control unjust, severe and ruinous competition? Certain states had passed laws forbidding a tradesman making different prices for his commodities at different stations. It would be a long way to go in enacting into law a measure to the effect that an elevator could not be built where none was needed.

If two elevators are built where only one is needed, continued Mr. Reynolds, an error is committed which sooner or later shows in the economics of

end that there should not be an over production of elevators or any other business.

C. B. Jenkins related an experience in the purchase of a number of cars of wheat in Chicago in which he had got the worst of it. He said he would welcome the assistance of the Government if it would put an end to some of the unfair practices which were indulged in by the trade. He stood with Mr. Reynolds in his ideas he had promulgated and said he would be glad to attend such a meeting as named whenever it should be held.

Secretary Chas. Quinn of the Grain Dealers National Association and H. H. Deam of Bluffton, discussed briefly the same topic.

E. H. Beer of Baltimore, called upon for a statement as to that market, replied that as far as the new corn grades were concerned they were very well satisfied. In how far the shippers were pleased he was not prepared to state.

There was present at the morning session K. B. Seeds and Chester Morrill of the office of Markets and Rural Organization, Department of Agriculture, Washington, D. C., who explained a number of points and answered questions in the new Grain Grades Act and its administration.

CHANGES CONFRONTING THE GRAIN TRADE

E. C. Eikenberry of Camden, Ohio, president of the Grain Dealers National Association, then addressed the convention on the subject "Changes Confronting the Grain Trade." After first referring



PRESIDENT J. S. HAZELRIGG, TREASURER BERT BOYD, VICE-PRESIDENT E. K. SHEPPERD, SECRETARY C. B. RILEY

that community. He thought the Government would take steps at some time to foster elevators where there were none and discourage their erection at points where there were enough. He recommended that the directors of the Association secure all the data they could on this subject and that the matter be discussed fully at a future meeting.

J. Ralph Pickell of Chicago, fully agreed with all that Mr. Reynolds said in his earlier remarks, but expressed extreme surprise that Mr. Reynolds should give utterance to such socialistic doctrine with which he closed. He pointed out that a year ago Mr. Reynolds had expressed the wish that the government let the grain trade alone. Now he nominally proposed that the Government step in and tell us how to run our business. Mr. Pickell stated that perfection could not be secured in any business and that should a meeting take place such as Mr. Reynolds proposed it would be to invite the Government more and more to take charge of the grain man's affairs.

Mr. Reynolds in replying refused to retract any statements. He said the Government was already interfering with the grain man's business. Public health, public welfare and public food were questions in which the Government had the right to be interested and in which it had the right to be assisted by the grain trade. He thought the grain trade should co-operate with the Government to the

to the remarkable age in which we live, where scenes and conditions shift with incredible rapidity, he went on to say:

Changes confronting the grain trade are so numerous as to preclude even enumeration within the time I may presume to occupy. Some of them are confined in prospect to one branch of the trade, others to particular phases or activities of the traffic.

It may readily be perceived that the export grain trade of the country reasonably may be confronted with changes more momentous than those confronting any other branch of the trade. The interest of the exporter is more intimately bound up with the issues of the European war. The result of the struggle is of momentous interest to firms whose customers are participants, and the fortunes of war as well as the fortunes of peace to follow may operate radically and rapidly to alter the course and methods of our export trade. Indirectly, such changes may affect the entire trade, but they are without interest as they may not be foreseen and will ensue from the fortunes of war and not as the result of any definite economic tendencies. The particular changes which may reasonably receive our attention are those which may be predicated on a completion of policies well under way or of economic forces the drift and direction of which are becoming apparent. Two sets of forces may be enumerated as operating to produce change in method and manner of conducting the traffic in grain and grain products; one from the outside, external; the other from the inside, internal. The consideration of either involves an analysis of certain established economic tendencies, with a view to determine the logical result of the progressive development of such tendencies along natural and logical economic lines.

The trade has not allowed selfish interests nor mo-

tives without reason to shape its course, but in a broad-minded manner befitting a business of such magnitude, has championed a fair deal for all parties concerned, carriers and shippers alike. Originating a large percentage of the freight tonnage entering into interstate and foreign commerce it has through its various organizations wielded an influence commensurate with its importance. To realize the change wrought in the affairs of the trade through the medium of transportation regulation, it is but necessary to refer to the days of rebates, special privileges and discriminatory rates, to the subject of car load minimums, elevator charges, under billing and demurrage. Privileges obnoxious to public policy have been eliminated; the discontinuance of others has been allowed on the showing by the carriers that they could not longer afford to extend them. On this ground the railroads are continuing to demand more insistently the elimination of certain other privileges enjoyed by the shipping public. In view of the unprecedented earnings of the railroads during the past 12 months, the plea of financial necessity can not be taken seriously. The transportation interests seem intent on securing the largest possible net revenue regardless of comparisons with returns in the past.

It may be the part of good management to make hay while the sun shines, to amass within the time of present business stimulation resources sufficient to place the various systems on an improved financial basis and thus to atone in part, at least, to their stockholders for evils of overcapitalization. But the public should not even temporarily be expected to resign its rights nor contribute more than a just recompense for services rendered by the carriers of the country. To one on the outside it would seem an ill and inopportune time to demand increased revenue either from direct charges or indirectly by the elimination of certain privileges. The public attitude would be more tolerant were the efficiency of transportation services at its maximum. The public mind forms its business conclusions on correct principles and it is feeling about to find the justice in the demand for increased pay for decreased service.

Transportation Facilities Overtaxed.

The railroad situation is acute; at no previous time have the transportation facilities of the nation been so sadly overtaxed or have the railroads so clearly demonstrated their inability to render service adequate with the public need. It is futile to attempt to analyze the cause of the trouble or to attempt to explain what is the matter with the railroads. Facts must be accepted as they exist, and it is a condition and not a theory that confronts us. We may talk bad management and stock manipulation until we are quite exhausted and we shall be no nearer relief. That there is something radically wrong none will deny. The condition is so aggravated and is so steadily becoming worse that it is certain to appeal for public remedy, and some changes in our transportation rights and privileges confront us, possibly more radical than is apprehended.

The average individual is slow to concede that his troubles originate with his own bad habits or evil practices; it is so with the railroads. Relief is sought not in rectifying internal bad practice, but in the abridgement of privileges hitherto accorded the public. Just now we are confronted with an effort to eliminate or restrict reconsignment privileges; this may be right or it may be wrong, and abolition or restriction of transit privileges is but one step further along. Not that there is even an intimation that this privilege will be next attacked, but just a suggestion of what might logically happen. Efforts have been made to secure consent to file certain tariffs to become operative in a shorter period than the statutory 30 days. A tariff, if just, can ordinarily wait 30 days; if unjust, this period is none too long to formulate and file objections. Certain rights should be carefully guarded.

The Drift Toward State Regulation.

The second well-defined drift that may be noted is the tendency on the part of the public to regard the facilities for grain handling as actual public utilities and a consequent assertion of the right by both state and Federal powers to supervise and regulate the conduct of the traffic in grain and grain products, all of which is believed to be in accord with public policy. While not new, the current of this tendency has but recently become apparent on the surface. Certain states have long regulated so-called public storehouses and elevators and at least four states have for varying lengths of time exercised state control over the function of the inspection and grading of grain. A more advanced step is imminent in another state where it is proposed to establish and conduct state-owned and operated elevators at both country and terminal points. I withhold comment on the fallacies this scheme may present, but it is cited to indicate and emphasize this attitude that is being assumed by the public in its estimate of the economic relations of the grain business. The state of Louisiana is now completing at New Orleans, by its representative, the Board of Commissioners of the Port of New Orleans, a thoroughly modern concrete elevator. This elevator will be operated by the state and it will serve several railroads operating into the city of New Orleans, which have no elevator facilities.

The action of the general Government in the enforced use under Federal supervision of official stand-

ards in the grading of grain entering into interstate or foreign commerce, is nothing more nor less than the exercise of the right of public regulation of a privately owned industry. The law was placed on the statute books as a result of a demand from within the trade; for years we stood committed to the principle of Federal supervision of grain inspection, following other years during which the trade had vainly endeavored to establish a uniform system of grading grain. A high legal authority has said, "Men are so perversely constituted they seem to prefer compulsion to co-operation; they call upon the state to compel them by law to do what they ought to do for themselves, to frame rules of conduct they should voluntarily devise for their own protection."

In a benevolent manner and with full co-operation, the Government has entered upon this regulatory function. The wisdom of the Government is best exemplified by its co-operation with the governed to attain their highest aims. Our Government is co-operating with us to the accomplishment of an end which we of ourselves were unable to attain. A contemplation of this fact should determine our attitude toward the changes made and to be made. The new system provides an official staff in the supervisors and their chief. New duties and new authority readily attaches to officials such as these. We must expect their duties to be amplified; it will be convenient. A group of men with scientific knowledge of the traffic and without financial connection will determine some things definitely; in fact, the relation in which we stand to the Government at Washington is being defined; in its further definition we are intensely interested.

WEDNESDAY AFTERNOON SESSION

After a brief half hour of luncheon the final session was opened by C. B. Jenkins, who had occupied a forward place on the program but had yielded his place to those speakers who had been obliged to leave early. Mr. Jenkins stated he would not deliver the speech he prepared because he considered its subject matter of such importance to the grain trade that he wished as large an audience as possible when he delivered it. He would save it for a future occasion. He spoke of the keen competition that existed in the grain and milling business and the good results accomplished by the county agents.

The Cincinnati market was represented by Mr. Collins in a few remarks followed by E. Hutchinson, of Arlington, who related an experience with the Cincinnati market resulting in a loss on shelled corn due to being weighed in drafts of wagon loads from the railroad car.

John H. Morrow, chairman, gave the report of the Auditing Committee, finding the accounts of the Association correct.

RESOLUTIONS

The report of the Committee on Resolutions was read by E. Hutchinson, chairman, and adopted as follows:

Whereas, Governor James P. Goodrich has delivered his first message to the General Assembly, which contains many declarations and recommendations involving true business principles, and indicating a determination to cause the administrative affairs of the state to be conducted on an economical and efficient basis without political fear or favor, and

Whereas, it is believed by him that many reforms and true economies may be inaugurated and carried out without impairing the efficiency of the public service, be it

Resolved, that this Association of business men, without reference to personal political affiliations, here and now commend Governor Goodrich's declarations in favor of economy and efficiency, and we proffer to be of service to him in all his efforts to give the state the business-like administration promised, believing the public is entitled to have its business affairs so conducted as to reflect the integrity, intelligence and business principles characteristic of well organized private business enterprises.

Resolved, that we believe that in any form of taxation that may be imposed on insurance companies of other states or countries that are admitted to Indiana to make a profit out of our citizens, the mutual fire companies of Indiana that are operating for the mutual protection of their members and not for profit should be exempt.

Resolved, that the Indiana Grain Dealers' Association condemns the practice of any fire insurance company insuring one property owner for less than it charges all property owners having identically the same kind of property. We believe that every insurance company should have its own rate schedule and maintain equity between its policyholders by a strict application of such schedule, and that the insurance department of the state should have the power of regulating the rates under such schedule in order that the adjustment of the insurance cost may be made equitable between all party owners.

Resolved, that the supervision of the insurance business in the state of Indiana is of such volume and importance that we believe the good of the insur-

ing public and insurance companies would be best served by an insurance department devoted to the subject of insurance. This seems evident from the fact that all but three or four states in the United States have such separate insurance departments.

Resolved, that this Association thoroughly appreciates the importance to the producers, consumers and the handlers of farm products of a live, effective and comprehensive system of gathering, compiling and distributing agricultural statistics and that we favor such legislation by the present General Assembly as will accomplish the purpose either in connection with the Federal Government or otherwise.

Resolved, that we appreciate the importance of a proper system of scale supervision and inspection by the state, through the Department of Commissioner of Weights and Measures, and we favor such legislation as will accomplish that purpose, including an ample appropriation of funds to carry same into effect.

Resolved, that we favor the maintenance of county agents in each and every county in the state, and to the end that the same may be accomplished we favor such legislation as will provide for the necessary machinery and funds by the counties to carry into effect this recommendation.

Resolved, that we realize the importance of the provisions of the Bill of Lading Law relating to weights and that the same may be rendered effective, we favor such legislation by Congress as will confer upon the Department of Standards of the Federal Government the authority to promulgate specifications, rules and regulations necessary to define what shall constitute adequate weighing facilities within the meaning of the law.

Resolved, that the sincere thanks of this Association be extended to the members of the Indianapolis Board of Trade and the Entertainment Committee thereof, also to the various speakers for their many courtesies and genuine hospitality which has added so much to the pleasure and business of this meeting.

Resolved, that the Board of Managers is hereby authorized to fill vacancies that may occur in the Board, and that they may increase the number when it may seem necessary or desirable, not to exceed two additional members, such new members to serve until the next annual election and until their successors are elected.

Resolved, that this Association is heartily in sympathy with the enactment of a comprehensive law in regard to the state highways that will secure the co-operation of the Federal Government to an extent that will best conserve the interests of the tax-payers of the state of Indiana and receive the benefits of the appropriation of the Federal Government.

Whereas, the rules of the various market exchanges of the country differ in many of the details of conducting the business of handling grain, and

Whereas, the members of this Association and the other state associations have always stood for uniformity in the conduct of the business of handling grain; therefore be it

Resolved, that this Association is in favor of the joint movement of the Grain Dealers' National Association and the Council of Grain Exchanges to bring about the unification of the trade rules of the various exchanges.

H. H. Deam gave the report of the Nominating Committee. All the old officers and directors were re-elected with one exception. Bennett Taylor was selected to succeed Frank Kelly who has retired from the grain business.

Fred E. Pond, secretary of the Buffalo Corn Exchange, spoke briefly on the present relation of the Government and the grain trade. He said there was a growing tendency that we must submit to the Government in the regulation of business on account of our alleged failure to do what we all wanted to do. The Government has applied the remedy and yet it might overdo on account of the Government technique.

As an illustration of this point he referred to the report required by the Government of grain transactions in his office which would require two clerks and several days to make out. Then, in the matter of inspection there was the determining how and when an appeal from an inspection should start. He thought the department at Washington should co-operate with the grain trade so that those matters should be decided upon a practical rather than a technical basis. He also emphasized the importance of testing a scale to its maximum and minimum capacity.

In closing he invited all Indiana dealers to be present at the meeting of the Grain Dealers' National Association to be held in Buffalo next September. The meeting then adjourned *sine die*.

GOVERNOR J. P. GOODRICH SPEAKS

It is not within the memory of man when the Indianapolis Board of Trade has not played the part of the generous host to the state organization at the time of its annual convention. The meeting

of 1917 was not an exception, and a delightful entertainment was given Tuesday evening under the direction of the Board of Trade Committee composed of E. P. Anderson, M. R. Maney, John W. Jordan, Wm. C. Hayward, C. Wm. Maibucher.

An added attraction and pleasant surprise was the presence of newly elected Governor Jas. P. Goodrich, whose inauguration took place a few days ago. Governor Goodrich was formerly presented by C. B. Jenkins of Noblesville, early in the evening. Mr. Jenkins is a very staunch Democrat and it may be said in passing that Governor Goodrich, himself a grain dealer, had the support of all the grain dealers of the state whether Republicans, Bull Moosers, Democrats or what not.

If the governorship of the state of Indiana carries with it any dignity this commodity was left at the capital. Governor Goodrich appeared as though among a close circle of old friends whom he thanked for their support during the past one and one-half years. He said the program of the legislature was not partizan but for the good of the entire state. He alluded to the services which the grain trade had done for the state in working for measures designed to improve conditions in the state at large and said that the latch string of his office would be always out for the grain dealers of Indiana.

Hon. Luke W. Duffy, member of the Indiana General Assembly from Marion County, made an address on good roads and the necessity of legislation to improve the state highways.

A program of unusual merit was then given consisting of musical numbers, vaudeville sketches, which consumed the time very happily until a late hour in the evening.

NOTES OF THE MEETING

One of Philadelphia's best firms was represented in Jas. J. Rodgers of Richardson Bros.

Baltimore came in with a good delegation consisting of E. H. Beer, Edward T. Shill, D. Y. Huyett, H. E. Elgert.

The Toledo market was represented by W. W. Cummings with J. F. Zahm & Co. and John W. Luscombe with Southworth & Co.

Cincinnati market sent John E. Collins, Ralph Brown, H. E. Niemeyer, John H. Dorsel, F. E. Fleming, John F. Kelley, L. M. McLaughlin.

In attendance from Chicago there were J. Ralph Pickell and R. F. Newman with J. Rosenbaum Grain Company, G. L. Stebbins of Sawers Grain Company.

The delegation from Buffalo was headed by Secretary Fred E. Pond with C. W. Urmston, F. J. Schonhart, H. T. Burns, F. J. Maurer, E. E. McCornel and H. F. Keitsch.

A model of the Kerosene Carburetor manufactured by the Kerosene Carburetor Company of Frankfort, Ind., was displayed in the lobby adjoining the convention hall and received great attention. Its good qualities were explained by C. A. Stinson and Jas. W. Creek of Frankfort. Carburetors were shown for both gasoline engines and Ford cars.

The attendance of representatives of machinery houses included: C. E. Flora of The Reliance Construction Company, Indianapolis; C. L. Hogle with the Invincible Grain Cleaner Company, Silver Creek, N. Y.; Ed. B. Lany, representing Bauer Bros. Co., Springfield, Ohio; A. S. Garman, representing the Huntley Manufacturing Company, Silver Creek, N. Y.; N. C. Webster with Richardson Scale Company, Passaic, N. J.; A. E. Roetler, representing Kennedy Bag & Car Liner Company, Shelbyville, Ind.; M. J. Young, representing the Philip Smith Manufacturing Company, Sidney, Ohio.

DEALERS IN ATTENDANCE

J. S. Hazelrigg, Cambridge City; E. K. Shepperd, Indianapolis; Charles B. Riley and Bert A. Boyd, Indianapolis; J. P. Allen, Sullivan; J. H. Morrow, Wabash; Newton Busenbark, New Market; J. T. Higgins, La Fayette; J. N. Gordon, Summitville; D. W. McMillen, Fort Wayne; E. Hutchinson, Arlington; L. M. Thomas, Mohawk; E. K. Sowash, Middletown; H. G. Wolf, Morristown; Samuel E. Rouk, Jamestown; W. G. Myers, Lewisburg; C. S. Patten, Morristown; R. F. Cohee, A. E. Betts and D. L. Brookie, Frankfort; C. A. Ashpaugh, Frankfort; H. E. Campbell, Stockville; C. F. Wall, Lizton; H. J. Woody, Pittsboro; George W. Rohm, Rockville; Arthur Rohm, Rockville; C. A.

Stinson and James W. Creek, Frankfort; W. D. Dye, Kokomo; A. B. Watkins, Lincoln; G. L. Arnold, Bluffton; A. H. Flannigan, Crawfordsville; G. F. Cook, Morristown; Frank Strange, Frankfort; T. B. Wilkinson, Knightstown; N. O. and O. A. Davis, Michigantown; J. T. Sims, Frankfort; J. C. Batchelor, Sharpsville; C. A. Warner, Sulphur Springs; John Deaton, Sidney; Charles Betts, Forrest; P. W. Milliken, Blountsville; A. D. Shirley, Lebanon; C. O. Powell, Max; Fred Sanders, Kokomo; E. A. Davis, Clark's Hill; E. N. and J. H. Smith, Buckeye; A. B. Cohee, Frankfort; John A. Rice, Frankfort; J. C. Cashner, Thorntown; John Howell, Cammack; J. R. McConaughy, Earl Park; H. F. Piel and C. W. Baker, Vincennes; George M. Fry, Crawfordsville; Charles Anderson, Stockville.

H. H. Deam, Bluffton; E. Weathers, Newman; O. C. Gordon, Summitville; H. L. Holly, Atlanta; Ray Meisentelder, Palestine; William Nading, Shelbyville; P. J. Wolfram, Brownsburg; Ura Seeger, Marshfield; W. A. Gray, Kirkpatrick; Fred B. Wright, Anderson; Otto La Forge, Rossville; E. La Forge, Kennard; H. W. Reimann, Greensburg; John P. Shoemaker, Daleville; J. O. Donahoe and P. F. McLellan, Moreland; C. S. Reed, Windfall; C. B. Jenkins, Noblesville; A. A. Lane, Oden; E. E. Van Steenberg, Manson; J. A. McComas, Fisher; J. E. Good, Warren; Jacob Finkle, Warren; H. W. Alpers, Huntingburg; C. M. Curry, Greenfield; V. O. Chance, Lewisville; John H. Shime, New Albany; Robert Bracken, Remington; Charles Sharp, McGrawsville; C. L. Northlane, Union City; M. V. Groves, Hartford City; D. E. Cook and H. L. Smith, Red Key;

J. C. McCannon, Letts; J. M. Walker, Wheatland; Albert Anderson, Milton; M. Y. Cassel, Dayton; J. C. F. Martin, La Fontaine; E. A. Morris, New Castle; W. W. Pearson, Upland; B. McBane, Fortville; William Wiedermann, Frankfort; E. C. Ogle, Moran; Bill Frank, Frankfort; W. H. Eisenhower, Radnor; R. W. Baker and F. M. Howard, Crawfordsville; Frank Jones, Ridge Farm.

T. A. Morrison, Kokomo; C. M. Clark, Whitestown; Bennett Taylor, La Fayette; N. E. Williams, Fairland; William Bosley, Milroy; E. Kirkpatrick, Shirley; F. V. Hardin, Fortville; J. G. Fox, Manilla; F. R. Thomas, Rays Crossing; R. N. Warren, Saratoga; Walter Simmons, Ed. Teegarden, Saratoga; Perry Davis, Kirkpatrick; W. B. Foresman, La Fayette; Edward Taylor, Montmorency; Frank Kelly and F. G. Heimmer, La Fayette; W. D. Wilhelm, Elwood; M. S. Hufford, Sedalia; M. O. Scott, Scircleville; E. E. Elliott, Muncie; W. M. Moore, Covington; J. F. Treasure, Muncie; Cloyd Loughry, Menticello; Charles Haywood, New Richmond; W. H. Aiman, Pendleton; J. A. Hughes, Brooklyn; D. D. Stanfield, Edgar; J. M. Hanna, Willow Branch; P. E. Goodrich, Winchester; Asa Hinshaw, Nora; A. E. Reynolds, Crawfordsville; D. W. Jay, St. Marys; J. J. Batchelor, Sharpsville; J. E. Hefner, Frankfort; C. Cunningham, Hobbs; H. L. Walker, Montpelier; George Shelby, Cyclone; Robert Alexander, La Fayette; W. C. Babcock, Rensselaer, Ind.; V. W. Moore, Rosspow; J. F. Doan, Boswell; J. M. Doan, Boswell; Jesse Winkler, Rushville; Robert Bell, Brookston; O. L. Barr, Wheatland.

OUR VISITORS



NOT long ago, a Milwaukee man met a Philadelphia man in a neutral city and of course an argument ensued centering on the civic pride of each. Finally to clinch his point the Quaker City man said, "Well, you must admit that we have our Liberty Bell." "Yes," said his opponent, "and we have our Wallace M. Bell and he's far from being cracked, too." There was no comeback for the other was effectually silenced.

This is typical of the Milwaukee idea of the head of the W. M. Bell Company. They have had a fine chance to observe him, too, for he was at one time president of the Chamber of Commerce and has always been prominent in the city's activities. His particular hobby is athletics of all kinds and he is an ex-president of the Milwaukee Athletic Club. As for the grain trade, Mr. Bell "rings the bell" every time so far as efficiency is concerned. He was one of the directors of the Grain Dealers' National Association for several years and now they've put him to work on the Legislative Committee.

THE ancient and honorable game of bowling has always had considerable adherents if not devotees among the grain trade. More than a few can knock down the tenpins for a considerable count. But from all the information that can be gathered and pieced together, there seem to be none quite in the class of C. M. Woodward of Kansas City. He is what is termed in our picturesque nomenclature a "Wiz." It's a case of "now you see 'em and now you don't" when he strolls to the alley and sends one of his famous "Thunderbolt Hooks" crashing into the pins, while the pin boys clamber out of the trenches.

It's purely a pastime with him. He doesn't need his bowling prowess to give him national prominence, for the good work he has done as head of the Western Grain Company has already attended to that. Still it does seem tough that he's so busy with his grain business, for there's a lot of cups and medals lying around loose that he might easily add to his collection.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JANUARY 15, 1917

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

RESPONSIBILITY OF THE CARRIERS

A CONTRIBUTOR on another page, suggests a feature of the railroad difficulties which is rapidly gaining recognition as one of, if not the chief cause of car congestion and traffic delay. In its exposition of the situation at Joplin, Mo., the Hanna-Pate Grain Company calls attention to the fact that it is not car shortage, but power shortage that is causing much of the trouble. ¶ The high price of steel and the difficulty of getting quick deliveries at any price has caused many of the railroads to put off engine repairs until the engines failed entirely and had to be laid up for a general overhauling, costing many times the amount that would have been necessary had the lesser repairs been made as they appeared. Railroad shops throughout the country are filled with hopelessly crippled engines. Now they are forced to take action and to assume cost charges of large amounts which might have been saved with only ordinary foresight. ¶ In their failure to provide for future necessities, in their duplication of train service, and in their apparently slipshod methods of handling trains in transit the railroads are meeting with an attitude of criticism and condemnation from a rapidly widening circle. It is asserted that the general management of many roads compares unfavorably with most large industrial organizations and that the shipping public has been unjustly called upon to bear the burden and cost of inefficiency. In the past America has led the world in its transportation and industrial organization, but since the war began Europe has had a new birth in

this respect and is now as far in advance of us as we were in the lead before. ¶ In the new post-war competition our transportation costs and terminal handling of freight are going to be important factors in our commercial position as a world power, and the country is in need of real facts upon which to base the plans for the necessary reorganization. In this respect the criticism of the Hanna-Pate Grain Company is well made, and we will be glad of any additional facts which come under the personal observation of our readers.

WHAT OF THE WHEAT GRADES?

FORMING grades for wheat and oats which will be acceptable to all markets, is a far more difficult matter than to fix standards for corn. Last September Dr. Duvel stated that it was the hope of the Department that tentative grades would be announced in December or early January. As yet they have not been promulgated, but will be before the month is out. ¶ In the meantime neither the Department nor the trade has been idle. Certain specific questions were asked at Baltimore relative to the new grades, more perhaps as an index of the multiplicity of problems that confronted the Office of Grain Standardization than that these particular points were of paramount importance. The trade has given these questions much thought and probably many inspectors have given the weight of their experience to the Department. ¶ We are able to present in this issue the views of a well known inspector, W. S. Powell, of Cairo, Ill., who, from a wide experience in winter wheat territory finds reason to differ with others who have expressed their views. His opinions on the wheat and oats grades, which may be found on another page, will be of interest as suggesting definite characteristics for the different grades. ¶ From now on the subject will be among the most important before the trade. As wide an interchange of opinion as possible is desirable and we will welcome any discussion of the subject from readers.

UNEQUAL FEES NOT DISCRIMINATORY

THERE are several markets in the country which support an inspection department although the fees from the service do not pay the salaries of the inspector and his assistants, the deficit being paid from the general fund of the exchange. Regulation 2, section 11, paragraph 1, of the Rules and Regulations under the Grain Standards Act, provides that each licensed inspector shall, without discrimination, inspect, grade, and certificate the grade of all grain offered in his jurisdiction. This, of course, makes it obligatory to serve any dealer, whether a member of the exchange which pays his salary, or not. ¶ The term "without discrimination" in this connection has been subject of much speculation, for it was felt that it would be unjust for exchange members to pay an inspector's salary and, in addition, the same fees as were asked of non-members, but it was uncertain what view the Department of Agriculture would

take of the matter. ¶ On page 26 of the new announcement, which is reviewed on another page, the Department disposes of the question in the following satisfactory manner:

Even though the fee charged to a non-member be larger than that charged to a member, it would not necessarily follow that such charge is discriminatory or unreasonable. The department recognizes that there may be a justifiable difference between the fee charged to a member of an organization and that charged to a non-member for inspection service rendered by its employees.

¶ Those who attended the hearings were impressed with the evident purpose of the Department to protect the interests of country shippers and small dealers. The disposal of the fee question will be on terms of equity and there will be no possibility of using the difference in fees to force nonmembers into an exchange or out of business. Each case will be decided on its merits, and the difference allowed will doubtless be determined on the amount the exchange pays in salary from its general fund.

LEAKS AT WASHINGTON

WHEN a person enters a boiler factory for the first time he is so deafened by the noise that conversation or other ordinary sounds are completely lost. After a time the nerves become accustomed to the noise and conversation can be carried on without inconvenience and even without raising the voice. ¶ While Congress is carrying on a sensational investigation of the alleged leak at Washington, which enabled those on the inside to discount on the stock market in advance the effect of the President's peace note to the warring nations, the country at large is singularly apathetic. We have become so accustomed to public servants making personal capital out of public business, that even the sensationalism of the present inquiry leaves us cold. ¶ Perhaps our sense of humor is touched. To see our national Congress,—which annually steals so much from the public treasury as to make this \$30,000,000 leak look like a piker's bet at a county fair race course,—to see Congress pretending to be shocked and horrified that any public official should so debase his office, is rather funny. Perhaps it is worse to make some money on the stock market through private information than it is to build up a political fence by erecting extravagant public buildings where they are not needed or spending vast sums on river and harbor improvements that are absolutely wasted. If there is a difference it is a problem for the casuist, not the mere tax payer. ¶ Serious as the present alleged offense is at Washington we would be more interested in the inquiry if congress itself could come with clean hands. A corrupt judge makes little respect for the law, and a congress whose main business seems to be to perpetuate itself in office, can get but little sympathy with its indignation at corruption. There are many honest congressmen, but the annual spoliation of the country in the public buildings and rivers and harbors appropriations is a national disgrace and smears the entire body with the dirty stain. ¶ The direct interest of the grain

EDITORIAL
MENTION

trade in official leaks is less now than it was a few years ago. Before the present system of crop reporting was inaugurated, the trade at large had full confidence in the accusation that the gist of the Government crop reports was put in the hands of certain interests before the report was given to the public. How much foundation there was for this belief is impossible to say, but that the belief was widespread, both in grain and cotton circles, is certain. Under the present grain reporting system, however, there is little chance for a leak, even should some dishonest employee of the Department with access to the reports wish to better himself in this fashion.

SHIPMENTS MUST BE REPORTED

ARE you obeying the Federal law? Much of the corn of commerce passes from seller to buyer without official inspection. This is permissible under the law if the grain is shipped from a place at which there is no Federal inspector to a place at which there is no inspector. But there is one requirement which the Government makes in these transactions which must not be forgotten. Every such shipment must be reported to the Secretary of Agriculture within seven days. Failure to report subjects the shipper to the severe penalties provided by the law. ¶ This requirement is called to the attention of shippers on another page in a notice from the Office of Markets and Rural Organization of the Department of Agriculture. Read the notice and heed the warning it conveys.

FACTS AND FIGURES

ON ANOTHER page appears a communication from the Railsback Grain Company of Ashland, Neb., together with a statement of operating expense, which shows that this company charged for service only 1½ to two cents on corn and oats and three cents or less on wheat, while the actual cost of doing business was 2.4 cents when 137,846 bushels of grain were handled, and 2.58 cents when the business done was 111,450 bushels. ¶ In these statements shrinkage, which is a reckonable quantity, was included with interest, salary, taxes, insurance, etc., but depreciation and failure to grade were not included. The over grades will, perhaps, offset the failures under careful management, but after adding depreciation to the other expenses it can be readily seen that the margin of profit is so low as to make farmers' complaints in these localities without foundation. ¶ And yet the Railsback Grain Company, which gave permission to use its name, has been continually threatened at its several stations by paid organizers who, for various selfish purposes, try to induce the neighboring farmers to organize competing houses. These organizers deal in generalities and base their arguments upon prejudice. ¶ If any business founded upon hate is successful, it is so in spite of its auspices and only because conditions are exceptional. Opportunities for farmers' co-operative organizations exist at many points, but not at stations operated as fairly and economically as those cited.

Gleaning corn is usually the work of hogs, but this year Illinois boys have found the pastime profitable.

No wonder ocean vessels are high priced; a recent barley cargo from California to England paid freight charges of \$350,000.

Chicago handled 378,691,000 bushels of grain in 1916. Hats off to the weighing department that worked the grain without friction or complaint.

Grain prices are approximately 100 per cent above normal. The rise in cost of living goes it about 10 per cent better, while wage increase is far behind in the dust.

The British Government requires that 37.1 per cent of all cargo space on English vessels clearing from this country shall be reserved for wheat. This will help the grain congestion at port cities.

Reports from Northwestern Canada state that there are 40,000,000 bushels of wheat and 150,000,000 bushels of oats still unthreshed. This sounds like a busy season on the lakes next year.

Government ownership of railroads is advocated in a resolution recently passed by the South Dakota Farmers Co-operative Association. Bureaucratic socialism seems to be gaining in the Northwest.

Members of the Chicago Board of Trade are making a strenuous fight against the collection of back taxes which they were misinformed they did not have to pay. The effort reminds us of the well known celluloid dog.

The Federal Land Bank has recommended the Torrens system for land registration. If the bank could bring about this general practice it would have served a purpose commensurate with its cost if it never loaned a dollar.

The harvest returns from all the countries reporting to the International Institute of Agriculture show a marked decrease from last year. The wheat crop in 18 countries is estimated at 2,500,000,000 bushels, a decrease of 25 per cent.

Wheat from Argentine and Manchuria are freak imports to this country which are more interesting to the political spellbinder than to the grain trade. We have used considerable Canadian wheat this year and will welcome all we can get.

The land settlement scheme of the Canadian Pacific Railway, by which it proposes to provide homesteads for returned soldiers, will, if it is carried out, develop the productive capacity of the Dominion at a pace which will make our Western development seem like the slow passage of geologic eras. The plan provides for improved and unimproved farms with different terms of payment spread over 20 years, colonization schemes

where implements will be used collectively, live stock and seed paid for by mortgage, and other features. We shall have to look to our laurels as the premier wheat producing country of the world.

A farmers elevator company of South Dakota is striving to induce the Interstate Commerce Commission to order railroads to provide cars to elevators in proportion to the volume of business done. If the I. C. C. were to do all that was requested of it, it would take 999 commissions 999 years to clear the docket.

The Rice Millers Association estimates the 1916 yield of that cereal at 9,747,188 bags. This is a record crop in a year of low production and will probably stimulate the rice growers to further efforts. We imported over \$250,000,000 worth of foodstuffs last year and could stand a considerable augmentation of the rice crop.

The famous Corn Exchange Building at Mark Lane, London, will be replaced by a modern structure, if a new bill providing for this change is passed by Parliament. Wherever grain is sold in quantities the Corn Exchange of London, together with that of Liverpool, is looked to for an index price of all cereals.

Officialdom sometimes runs rampant. The Federal agent, who ordered the destruction of the corn dollar, which was exhibited at the Bloomington, Ill., fair last month, has a vivid imagination in classing this interesting and ingenious work of art as a counterfeit. The law aims to protect citizens from bogus money, not to make an excuse for official "ivory."

There are some things that every elevator operator can do to cut down expenses. One of the not least important is to join in the crusade against rats. This charity begins at home. Rid your house of rats and save your share of the many million dollar loss the rodents cause each year. We can tell you several ways to rid the elevator of rats if you don't know how.

The noxious weed sweet clover is now a prized and pampered product of cultivation. The Spanish bayonet of the Southwest may soon be in the same class, for a soap manufacturing company has commenced paying good prices for the bayonet, or soap weed, and the wild plant pays from \$2 to \$3 net profit to those who gather it. We may yet see Spanish bayonet under cultivation.

The new legislature in Minnesota will have the usual grist of grain bills to grind through the legislative hopper this year. Fortunately most of them will go into the bran pile. A. F. Teigen is again to the fore with his bill to prohibit future trading, and Knut Knutson would tax it out of existence. Has the closing of the cotton exchange when the war broke out carried no lesson to Minnesota? Have the legislators in that state no mercy on their farmer constituents?

More Advice on Grain Standards Act

Department of Agriculture in New Bulletin Discusses Problems of Administration—Unequal Inspection Charges to Members and Non-Members of an Exchange Held Not Discriminatory

THE Department of Agriculture, through its *Service and Regulatory Announcements*, is keeping the trade informed concerning all the new questions that come up in the administration of the Grain Standards Act. No. 17 of the series contains a list of all licensed inspectors up to December 14, and the addresses of the Federal grain supervisors in each of the 32 districts. In addition it contains copies of letters which were sent out in answer to questions asked of the Department. Some of these questions are unnecessary and arise through hasty or careless reading of the Act and the rules governing its administration. But on the other hand some of the questions involve points upon which there might easily be uncertainty or difference of opinion. On such points the Department is careful to point out that its judgment is not final, but subject to decision of the courts should cases ever arise.

The first letter refers to the posting of licenses and Secretary Houston assures the writer, an inspector, that a license posted in his office will satisfy the requirements. He also permits the use of a rubber stamp for signature when used with authority.

In the second reply it is pointed out that the Government desires all states to adopt the Federal grades so far as possible; that uninspected grain passing from one state to another comes under the Act; that a state Board of Grain Appeals has not final decision on appeals of interstate shipment, which rests with the Secretary of Agriculture.

Inspection of Small Shipments

The third communication written by Charles J. Brand, chief of the Bureau of Markets, refers to small shipments and the fees of licensed inspectors. It is of interest to so many shippers that we give it in full, as follows:

You call attention to small shipments in interstate commerce of retail lots of grain of 300 bushels or less, suggesting that such shipments ought to be exempted from the operation of the Act. Otherwise you are of opinion that the only thing a shipper of small lots could do would be to refuse to sell by grade, which would not be desirable. You state that when an order of the kind referred to is received, if the merchant shipped without inspection he would necessarily have to invoice the grain without grade, and that the buyer would be suspicious, while, on the other hand, the expense of inspecting each small lot would be a burden that would be unjustifiable and more inspectors would be required than are available.

The language of the Act makes no distinction between shipments of large and small quantities, and, wherever inspection is required with respect to large shipments, it appears equally to be required as to small shipments. It would seem that the Secretary has no discretionary authority in this respect. The Act does, however, in Section 4, provide:

That any such grain sold, offered for sale, or consigned for sale by any of the grades fixed therefor in the official grain standards may, upon compliance with the rules and regulations prescribed by the Secretary of Agriculture, be shipped in interstate or foreign commerce without inspection from a place at which there is no inspector licensed under this Act to a place at which there is no such inspector, subject to the right of either party to the transaction to refer any dispute as to the grade of the grain to the Secretary of Agriculture, who may determine the true grade thereof.

In such cases, inspection not being required, it would seem that the buyer would have no reason to be suspicious because of the fact that no certificate of grade accompanied the invoice.

You, then, suggest that, if the Act must be complied with as to small shipments, the question will arise, in such markets as — and —, where there are inspection and weighing departments supported by the exchanges, how the machinery is going to be provided in a financial way. You state that in those markets there are dealers who are not members of the exchanges whom the inspectors will have to serve; and that, in justice to the members who help to support the inspection departments by their contributions, a fee should be charged to nonmembers which would force them to share a legitimate part of the expense of maintaining the departments. You suggest that these exchanges might arrange to pay their inspectors stipulated salaries, and then pub-

lish a rule that a certain fixed charge is to be made by the inspectors for grain inspected for members, and other fees for nonmembers.

It is recognized, as suggested by you, that there may be a justifiable difference between the fee which may be charged to members and that to nonmembers for inspection service. Consequently the fact that there is a *prima facie* difference in the respective charges does not necessarily imply discrimination or that the service rendered to nonmembers is not upon reasonable terms. The question is one to which the Department expects to devote careful consideration, and, if in any case there is such apparent discrimination or unreasonableness as to warrant action looking to the suspension or revocation of the license of the licensed inspector, ample notice and full opportunity to be heard will be afforded before action is taken.

Private Grade Names

In the fourth reply Mr. Brand points out that anyone may apply for an inspector's license and charge fees for his services; that from a point where fees would not support an inspector, grain may be shipped and designated as of a certain official grade, subject to the terms of the third proviso to Section 4 of the Act. In regard to specific names for grades, he says:

You also ask how, in case a licensed inspector is not located in —, you may describe different grades of corn, without conflicting with the Federal grades, which you may wish to ship to interior points in other states, and whether you will be permitted to sell corn as [name of city] No. 2 Yellow.

If by "No. 2 Yellow" you mean No. 2 Yellow of the official grain standards of the United States, and use the term [name of city] merely as explanatory matter independent of the grade, such as to indicate the place from which the grain is shipped or where it is represented to be No. 2 Yellow, and use no terms to designate the grade other than those used in the designations of the official grain standards of the United States, it is believed that you might sell your corn under the designation you suggest, in the class of transactions referred to, without offending the provisions of the United States Grain Standards Act. If, on the other hand, by "[name of city] No. 2 Yellow" you mean something different in any particular from No. 2 Yellow of the official grain standards of the United States, or use any terms to designate the grade other than those used in the designations of the official grain standards of the United States, it is believed that the sale and shipment of the grain under such designation, in the transactions mentioned, would be in violation of the Act.

In this connection your attention is called to the following provision of Section 7 of the Act:

No person authorized or employed by any state, county, city, town, board of trade, chamber of commerce, corporation, society, partnership or association to inspect or grade grain shall certify, or otherwise state or indicate in writing, that any grain for shipment or delivery for shipment in interstate or foreign commerce, which has been inspected or graded by him, or by any person acting under his authority, is of one of the grades of the official grain standards of the United States, unless he holds an unsuspended and unrevoked license issued by the Secretary of Agriculture.

Another point covered is of considerable interest as it involves grain handled through a transfer point, there changing from intrastate to interstate shipment:

You ask further whether or not grain originating in Iowa, and handled at —, [Iowa] through transit account for shipment to other states, would be considered as an interstate shipment when arriving at — [Iowa].

It appears that, in such case, when the grain is received at —, [Iowa], the local freight rate is collected and when the grain is rebilled from there the balance of the through rate is collected. It is understood that there are two transactions involved in the case cited by you. The first is between the seller at the interior point in Iowa and yourselves. The grain moves from such interior point to —, [Iowa] pursuant to this transaction. The second is between yourselves and the purchaser in another state. The grain moves from —, [Iowa] to its destination in the other state pursuant to the second transaction. If this understanding of the facts be correct, it appears that the movement of the grain from the interior point in Iowa to —, [Iowa] is intrastate and does not come under the provisions of the United States Grain Standards Act, but that the grain enters interstate commerce and is subject to the Act when re-

shipped from —, [Iowa] to a point in the other State. It is believed that the additional fact that you secure the benefit of a through rate from the interior Iowa point to the final destination beyond —, [Iowa] would not affect this conclusion. This opinion, however, is based solely on the hypotheses stated. There might be other facts in the case which would change the conclusion.

Service of Inspection

The service required of an inspector is taken up in answer to the following questions which appear in the next letter:

Under section 6, paragraph 19, of Circular No. 12, are employees of the inspection department of the corn exchange holding Government licenses, under obligations to inspect grain for any grain merchants residing within the inspection limits of the exchange when such persons are not members of the exchange?

There may be certain grain merchants in our town who, for unprofessional or uncommercial conduct in connection with the merchandising of grain, have been expelled from our organization and do not secure the benefits of such organization.

Are inspectors employed by our organization, or the inspection department of our organization, under obligations to comply with any requests from such grain merchants for the inspection of grain in our inspection district?

So long as a grain inspector holding a Government license to inspect grain, remains within the employment of the corn exchange, has the corn exchange the right to limit the scope of inspection of that inspector?

Does the Act, or the rules and regulations endanger that man's position as an employee of the corn exchange by requiring him to grade grain for other than members of the exchange?

Does not the lawful relationship of employer and employee within the exchange in connection with the inspection of grain limit the acts of the inspector, even though he is holding a Government license to inspect?

Does an inspector, holding a Government license and being in the employ of the corn exchange have a right to sign an inspection certificate other than that issued by his employer, if the employer places such limitations on the employee?

It seems clear from the language of the Act that, when grain for which standards have been established under the Act is sold, offered for sale, or consigned for sale by grade, and shipped or delivered for shipment in interstate or foreign commerce from or to a point at which a licensed inspector is located, the grain must be inspected under the Act. It is therefore the view of this Department that such licensed inspector may not refuse to inspect, grade, and certificate the grade of grain for persons whose grain must be inspected under the Act, merely because they are not members of the organization by which such inspector is employed. Your attention is invited to regulation 2, section 11. and regulation 8, section 6, of the rules and regulations of the Secretary of Agriculture under the Act.

Finally you ask:

If the licensed inspection of grain in a locality is inspected exclusively under the direction and control of organizations or exchanges, are nonmembers of such organizations or exchanges prevented from securing inspection at such point if the rules and regulations of the organizations or exchanges limit the activities of the inspectors to the inspection of grain for their own members, except at such rates for inspection as the exchanges or organizations may determine and file with the Secretary of Agriculture, subject to his approval, even though such schedule of rates shows a differentiation between the members and nonmembers of the exchange?

The necessity for an increased inspection fee assessed against a nonmember is due to the overhead expenses in the maintenance of the exchange, which is paid by the members in the form of annual dues and assessments which cover fees for privileges granted especially to members of the exchange. Whereas, if an increased fee was not charged a nonmember he would be participating in the privileges of the exchange without participating in the cost.

Even though the fee charged to a nonmember be larger than that charged to a member, it would not necessarily follow that such charge is discriminatory or unreasonable. The Department recognizes that there may be a justifiable difference between the fee charged to a member of an organization and that charged to a nonmember for inspection services rendered by its employees. The question is one which must be decided upon the facts in each case as it arises, and the Department expects to give close attention to the matter. If at any time it appears that there is discrimination or that the terms upon which the service may be performed are unreasonable, ample notice and full opportunity to be heard will be afforded before action is taken.



D. W. CLIFTON
St. Louis.

NEWS OF THE TERMINAL MARKETS



B. C. CHRISTOPHER
Kansas City.

NASHVILLE EXCHANGE IN NEW HOME

The Nashville Grain Exchange of Nashville, Tenn., is now located in the Commercial Club Building, a new edifice completed several months ago to house commercial organizations. The Grain Exchange will have its headquarters on the fourth floor.

ELECTION AT MEMPHIS

The annual meeting of the Memphis Hay & Grain Exchange of Memphis, Tenn., was held late in December at which S. E. Rison was elected president; L. P. Vook, vice-president; C. B. Stafford, secretary-treasurer. Directors are: T. B. Andrews, J. B. Horton, S. Tate Pease and Sim Clark.

GRAIN RECEIVERS' ASSOCIATION

At the annual meeting and dinner of the Grain Receivers' Association of the Chicago Board of Trade held the last week in December, Adolph Kempner was elected president and Adolph Gerstenberg of Gerstenberg & Co., vice-president. Frank Baker was re-elected secretary and treasurer. The directors elected were: E. Schifflin, George Booth, W. P. Anderson, John B. Leonard and Maurice Larson.

RAILROAD CARS STILL A FACTOR

Scarcity of cars has been the factor for several months. Stocks at seaboard will soon be released but there is enough grain enroute to fill them up again. Later on the bulls say it will be a scarcity of grain rather than a scarcity of cars. In the mean time the foreigners have contracted for most of our surplus wheat. Receipts will increase as cars become more plentiful. Scarcity of cars is still general. Chances against much improvement in the near future.—C. A. King & Co., Toledo [Letter of January 11].

NEW OFFICERS AT KANSAS CITY

At the annual election of officers on the Kansas City Board of Trade, Kansas City, Mo., Geo. S. Carkener of Goffe & Carkener, was elected president, and Guy Moore of Moore-Lawless Grain Company, second vice-president. O. V. Severance was advanced under the rules of the Board from second to first vice-president.

New directors were chosen as follows: P. A. Murphy, N. S. Shannon, N. F. Noland, L. P. Nellis, John Fennelly, Tracy Cockle.

AN INCREASE IN FEES

Secretary Fred E. Pond of the Buffalo Corn Exchange announces that pursuant to action of the Board of Directors of the Corn Exchange of Buffalo, the following schedule of fees covering the inspection and weighing of grain will become effective in that market January 1, 1917. The increase in fees is made necessary on account of increased labor conditions and technical requirements under the Grain Standards Act, and the standardization of grain grades:

Inspecting out store to lake and canal, 20 cents per 1,000 bushels; out store to railroad cars from lake elevators, per car 50 cents; out store to railroad cars, transfer elevators, per car 30 cents; track inspection (including moisture test and delivery of graded sample) 75 cents.

Inspecting into store from lake and canal, minimum charge, \$1.25; lots under 10,000 bushels, 25 cents per 1,000 bushels; 10,000 to 15,000 bushels, 15 cents per 1,000 bushels; 15,000 to 20,000 bushels, 12½ cents per 1,000 bushels; 20,000 bushels and

over, 10 cents per 1,000 bushels; samples without grade, \$1.25 per parcel.

Weighing into elevators from vessels, or from elevators to vessels or side bins, 12 cents per 1,000 bushels; minimum charge, 25 cents; weighing out lake elevators into cars, 25 cents per car; canal boats to or from elevators, \$1.50 per car; into elevators from cars, or track weighing, 50 cents per car. Under last item out-weights free; car condition certificates, 25 cents per car.

A DISTINGUISHED CANADIAN

From the position of a modest school man in Ireland to that of the most responsible office in the grain trade of Canada within the short space of 12 years, sounds like a romance of achievement. But it is no romance, rather the logical result of hard work, rare ability and sound judgment. It is the



DR. R. MAGILL

recent record of Dr. R. Magill, recently made secretary of the Winnipeg Grain Exchange.

When Dr. Magill came to Canada he entered Dalhousie University as a professor. While there he acted on a number of commissions. He was chairman of the Royal Commission for the Province of Nova Scotia on the Hours of Labor; chairman of a Board of Conciliation for the Federal Government in connection with a coal mining strike in Nova Scotia; chairman of the Royal Commission for the Government of Saskatchewan which investigated the elevator situation there and drew up the report on which the Saskatchewan co-operative system is based. When the Canada Grain Act was passed in 1912, Dr. Magill was offered, and accepted the position of Chief Grain Commissioner of Canada. This position he occupied when he was offered the secretaryship of the Winnipeg Board of Trade made vacant by the resignation of Mr. C. N. Bell who had held the post for 30 years. No better successor to Mr. Bell could have been selected and the Winnipeg Board is to be congratulated on securing a man of such wide experience and broad attainments.

NEW OFFICERS FOR MERCHANTS' EXCHANGE

At the annual meeting on the St. Louis Merchant's Exchange, St. Louis, Mo., January 3, the following were elected: John O. Ballard, president; E. C. Andrews, first vice-president; Charles L. Neimeier, second vice-president.

Directors chosen are: Jacob Schreiner, Trave Elmore, A. V. Imbs, Alex. C. Harsh, Eugene C. Dreyer.

MILWAUKEE HAS LARGE GRAIN RECEIPTS

The total receipts of all grain at Milwaukee, Wis., in 1916 were 90,163,186 bushels, compared with 70,148,510 bushels in the previous year. Shipments were 60,752,259 bushels as compared with 52,498,339 bushels the previous year. The receipts exceeded all other years in volume being 14,000,000 bushels greater than they were in 1914, the largest previous year. The terminal elevator capacity of Milwaukee was increased in 1916 to approximately 17,000,000 bushels.

TOLEDO HOLDS ELECTION

A number of the best of Toledo, Ohio, grain merchants will direct the affairs of that market the coming year. The election took place the first week in January and resulted as follows: President, Jesse W. Young; first vice-president, Harry De Vore, second vice-president, Frank Annin; treasurer, Fred Mayer. Directors chosen were practically the same as last year: Frank I. King, R. S. Shelden, David Anderson, C. S. Coup, R. P. Lipe, F. O. Paddock, Wallace Applegate, E. L. Southworth, Frank Moorman, George Woodman.

BOARD OF TRADE BUSINESS INCREASES

Trading in futures on the Chicago Board of Trade was the largest ever experienced during the year just closed and emphasizes the importance of a market for future delivery as it would have been difficult for exporters to buy in such large volume as was traded in if they had to deal solely in the cash article. The volume of transactions in cash grain during 1916 amounted to approximately \$600,000,000. There was a total of wheat inspected during the year of 41,201 cars; corn, 69,512 cars; oats, 72,120 cars; rye, 3,088 cars. In all there was an increase of 15,144 cars over 1915.

NEEDS UP-TO-DATE FACILITIES

"Although the Board of Trade here recently 'voted down' a proposition to increase the storage rate after the first 10 days to 1-20th cent per bushel, the public warehousemen have, as required by the Illinois Statutes, advertised new rates to go into effect July next, viz.: 1-25th cent per bushel per day. The friendly view is that it will tend to stimulate some of the latent energies in this market to provide high-class, modern storage and elevator capacity in keeping with its location. This feature, although vitally necessary for the promotion and economical handling of business, has been shamefully neglected here and the facilities available to the public for handling and storage has been chiefly of the old, antiquated style, forcing the trade to wrestle with insufficient and high cost insurance. Why other competing markets should be able to command strictly up-to-date facilities and storage capacity and this market remain 'dead' to its necessities is a problem that should have been solved long ago by the Chicago trade and railroads centering in this market. Per-

haps the contemplated, very profitable rates will infuse sufficient energy and effort, and the capital necessary to provide what is needed here. It will pay—and pay big—notwithstanding past contentions to the contrary.”—*Pope & Eckhardt Company, Chicago.* [Letter of January 12.]

GRIFFIN HEADS CHICAGO BOARD

There was very little change in the officers of the Board of Trade of the City of Chicago at the annual election which took place January 9. Jos. P. Griffin was re-elected president without opposition and John J. Stream of J. C. Shaffer & Co., who has been a director for three years, was elected



JOSEPH P. GRIFFIN
President Chicago Board of Trade.

vice-president. John F. Mauff moved from the second to the first vice-presidency.

The following were elected to the directorate for three years: Winfield S. Day, J. J. Fones, W. E. Hudson, W. H. Martin, H. J. Blum. John J. Bagley was chosen a director for two years to fill vacancy.

ST. JOSEPH GRAIN EXCHANGE ELECTS OFFICERS

A very close contest on the St. Joseph Grain Exchange, St. Joseph, Mo., resulted in the election at the recent annual meeting of F. R. Warrick of the Elwood Grain Company, president; A. J. Brunswig, vice-president. Directors were: S. M. Bird, J. W. Craver, John M. Flynn, S. A. Penney and T. P. Gordon.

L. H. MURRAY ELECTED

The annual election at the Peoria Board of Trade took place January 8. It was a quiet affair and resulted in the election of the following who will have charge of the Board's affairs the coming year: L. H. Murray, president; H. H. Dewey and Leroy Page, vice-presidents; Wm. C. White, treasurer; John R. Lofgren, secretary. Directors chosen were: T. A. Grier, Louis Mueller, J. M. Van Nuys, N. R. Moore, Geo. L. Bowman, W. T. Cornelison, C. C. Miles, G. C. McFadden, A. G. Tyng, A. T. Kanne.

MAY, 1917, OATS

E. W. Wagner & Co. of Chicago has the following to say of oats, January 15:

Since September 1 May, 1917, oats have ranged 49½ to 63 cents. High November 13, 63 cents—recent low 50 cents on December 31. Oats fluctuate with wheat (the central grain leader), but should maintain a permanent position above the 50-cent level with the prospect of repeating the season high point.

The January 6 oats visible shows 48,000,000. The December 11, 1916, visible was a record at 50,600,000. This huge total represents record primary fall receipts which attained 178,000,000 for the August 1 to January 6 period versus 159,000,000 one year ago and 158,000,000 two years ago.

The 1916 oats crop and August 1 farm reserves total 1,344,000,000 versus 1915, 1,595,000—1914, 1,

203,000. For the 2 years, 1914-16 period, the U. S. has exported around 190,000,000 oats. The 1916-17 U. S. oats supplies are 251,000,000 below the 1915-16 total of 1,595,000. This shortage negatives the big oats visible for the present.

Serious feed shortages in western Europe—combination of record wheat, corn and live stock prices—and indication of record U. S. oats export for 1916-17 must be enumerated. The short corn crop indicates domestic oats consumption is a full average.

DEMAND CONTINUES

A big demand continues for corn for Eastern consumption, as well as exceptionally heavy at this time for feeding purposes, and exporters continually in the market for large amounts. Prices, however, are exceedingly high; and, if the Western car situation was better, receipts undoubtedly would be much larger, and we believe that when the spring season sets in, supplies of corn will prove plenty. The sharp bulges in the futures will continue to draw out increased speculative selling. —*Rumsey & Company, Chicago.* [Letter of Jan. 13.]

A WEEK OF CORN

Ware & Leland of Chicago give the following review of corn for the week ending January 13: Prices made a new high level this week, the advance to figures that had not been witnessed for years. The level was not greatly above the high price of a few weeks ago and was not maintained, political conditions abroad inducing realizing and a corresponding reaction. One of the principal stimulants to values proceeded from recent advices relating to the Argentine crop which is suffering because of the hot and dry weather. A material reduction has been made in the estimated yield of that crop and it is now predicted that even with generous rains there will be only a moderate amount for export. The clearances of the last few days are larger than we have been accustomed to during previous weeks. A good export demand has recently been in evidence and interior points in this state indicate a very large demand with, at the same time, a lessening of offerings by the country. Primary receipts are about of the recent average. The market acts well and evinces a disposition to advance when other grains are not depressed. We prefer purchases on normal declines.

CHANGES IN MEMBERSHIP

Baltimore.—Lewis Blaustein, Chas. E. Moore, C. Howard Lloyd, William M. Smith and Ormond W. Downes have been admitted to the Chamber of Commerce. The memberships of the following have been transferred: William H. Moore, deceased, and Vernon M. Green. Reported by Secretary Jas. B. Hessong.

Chicago.—New members recently elected to the Board of Trade are: Edw. C. Badenoch, Geo. A. Aylsworth, Gerald F. Earle, Chester M. Martin, A. Richard Frank, Alex McD. Simons, Emil Rothschild, Geo. M. Meyers and Alden B. Swift. The following have transferred their memberships: D. A. Badenoch, John R. Tomlin, Irving L. Corse, Edw. J. Tegge, Carlos W. Wheatly, John A. Jamieson, Parker Saunders, Jas. I. Cochrane and Asa A. Davidson. Reported by Secretary J. C. F. Merrill.

Milwaukee.—Bert T. Dow, Chas. Solberg, Peter W. Wolf and George Scholler have been admitted to membership in the Chamber of Commerce. The transferred memberships are: A. W. Friesse (additional), Arthur J. Atkins, L. P. Rosenheimer, Frank J. Phelan (additional), and J. J. La Due. Reported by Secretary H. A. Plumb.

Peoria.—Memberships on the Board of Trade have been granted to the following recently: J. L. White of G. C. McFadden Company, Peoria, Ill.; J. E. Moschel, Rumsey Moore & Co., Peoria; Frank F. Dalton and John Dalton of S. C. Bartlett Company, Peoria; C. E. Friends, Warren Commission Company, Peoria; Paul G. Fryer, Harwood Young & Co., Peoria; John J. Goggin, T. A. Grier & Co., Peoria; B. M. Mead, State Savings & Trust Company, Peoria; Fred W. Mueller, Mueller Grain Company, Peoria; E. B. Conover, Conover Grain Company, Springfield, Ill.; and J. H. Wrigley of Toulon,

Ill. Reported by Secretary John R. Lofgren.

Pittsburgh.—C. M. Hardman of Hardman & Heck was elected to membership in the Grain & Hay Exchange. Reported by Superintendent C. G. Burson.

AN INTERVIEW WITH PRESIDENT GEO. CARKENER

BY B. S. BROWN.

“George Carkener doesn't seem to be on the floor this morning,” announced the boy who stands at the door of the Kansas City Board of Trade and punches the tickets of those who desire the privilege of the floor on their visitors' tickets. “Generally that bald head of his stands out like the gold dome on a statehouse, but I don't see him today.”

Kansas City was in the grip of the worst combination of fog, smoke and stillful winds that it had experienced for many moons. As the British naval officers, watching for German raiders would say, “the visibility was low.” Outside, the smoke, mixed with a miasmatic blanket from the Old Muddy, of historic memory, settled in the canyon streets and literally caused old inhabitants to grope their way along familiar haunts while on an early morning quest for their offices. Above, the sun “hung like a wafer in the sky,” in the words of Stephen Crane, a blood red wafer, like a school boy's cinnamon drop. For once a mere human could literally look Old Sol straight in the eye and not bat a lash. So it is not to be wondered at that George Carkener's “dome” was invisible to the naked eye.

“Does every one call him ‘George’?” asked the reporter.

“Sure they do,” replied the youth. “He's a regular fellow, but he is recognized as one of the best traders on the floor,” he added with sententious afterthought, bred of an evident desire to keep his hero in the right light before a questioning stranger.



GEORGE S. CARKENER
President Kansas City Board of Trade.

“Guess you better go down to the cigar stand on the first floor and if he isn't there ask the secretary. He's our new president and has a lot of things to look after.”

So the seeker for information hastened to the cigar stand, where the young woman informed him that Mr. Carkener had not been there that morning, but might be in at any moment; and from there to the office of Secretary Bigelow. Mr. Carkener was not in sight.

At last, while on one of his numerous visits to the office of Goffe & Carkener, the seeker met a dapper-looking man coming from the office and upon inquiry was informed that the latter was Mr. Carkener. Putting aside all else, the man elected president of the Board of Trade retraced his steps to his private office where he proceeded to answer the questions of the Kansas City representative of

the "American Grain Trade," in the following way:

"I was born in Danville, Mo., in the year 1870 and came to Kansas City to seek my fortune, as many young boys do, in 1887. Before coming here I lived with my parents in Missouri and Louisiana where I attended school, and also in this city. My first business experience was with the Midland Elevator Company, with whom I went to work in 1890. I have followed this line of business since that time. In April, 1893, I formed a partnership with W. C. Goffe and P. F. Lucas, under the firm name of Goffe, Lucas & Carkener, which was continued until the death of Mr. Lucas in 1904, after which the name of the firm was changed to its present form. Mr. Goffe and myself conducted the business in this city until 1913, during which year we opened a branch office in St. Louis under the name of the Goffe & Carkener Company. We had joined the Kansas City Board of Trade in 1894, since which time we have established a future market of good proportions.

"No. I have no hobbies. I play some golf, but do not consider it as a primary interest in my scheme of life."

It was learned from others that Mr. Carkener has been one of the most active members of the Board of Trade, has been successively treasurer, second vice-president and first vice-president of that organization and has taken an especial interest in the effort to secure equitable traffic rates for the members of the Board. To this last work he has devoted 15 years and is regarded as one of the best posted traffic men in the entire membership. He has been a delegate on behalf of the organization to a number of national conventions of the Grain Dealers National Association, and is admitted to be one of the liveliest and soundest business men on the local floor.

Mr. Carkener is a director in the Southwest National Bank of Commerce of Kansas City; he has become closely affiliated with local financial affairs during the two years in which he has held this office. He is one of the popular members of the Kansas City Country Club, the Blue Hills Golf Club and the Kansas City Club.

TERMINAL NOTES

Ben Marcuse has retired from the grain and stock brokerage firm of Von Frantzius & Co. of Chicago.

Dennis & Co. of Baltimore, Md., are now representing Clement, Curtis & Co. of Chicago, at Baltimore.

Stuart Logan, head of the firm of Logan & Bryan of Chicago, left late in December on a trip to Honolulu.

W. M. Smith is now representing W. H. Perrine & Co. of Chicago, Ill., on the Baltimore Chamber of Commerce.

A Chicago Board of Trade membership recently sold at \$7,275 with the dues paid by the seller to January 1, 1918.

The Northern Illinois Cereal Company of Chicago, Ill., with mills at Lockport, Ill., has increased its capital stock to \$1,000,000.

The Quaker Oats Company of Chicago, Ill., has begun operations at the mill at Sudbury, Ont., which the company leased recently.

John J. Bagley, who has been with Logan & Bryan for over 20 years, starting in as a boy, became a member of the firm January 1.

R. M. Hall, who formerly represented in Illinois, the Urmston Grain Company of Indianapolis, Ind., is no longer connected with that house.

Reagan & Hooper, grain commission firm of Aberdeen S. D., have moved their offices into larger quarters in the Citizens Bank Building.

Simons, Day & Co. of Chicago, Ill., are now being represented on the floor of the Produce Exchange, New York, N. Y., by Charles T. Mallette.

Rosenbaum Bros. of Chicago remembered their many friends during the holiday season with a very timely message of cheer and good will.

A new grain brokerage firm has been organized at Nashville, Tenn., known as Harrison, Throop & Co. The members are R. W. Harrison and Wil-

lard L. Throop, both young business men of Nashville, and will act as correspondents for William H. Colvin & Co. of Chicago.

Edward J. Furlong, manager of the Milwaukee office of Paine, Webber & Co., of Chicago and Boston, has been admitted to partnership in the firm.

The Milwaukee Chamber of Commerce, Milwaukee, Wis., sent out engraved cards to its friends wishing them an exceedingly Happy and Prosperous New Year.

Simons, Day & Co., of Chicago, have opened offices at Milwaukee, Wis., in the Northwestern Mutual Life Insurance Building with S. E. Trask in charge.

J. J. Quinleven, formerly in the grain business at Bushnell, Ill., is now representing E. Lowitz & Co. of Chicago at Bushnell. He has offices in the Camp Building.

W. A. Gardner, prominent in grain circles in Chicago, attended the inauguration of his brother as Governor of the State of Missouri, the second week in January.

The directors of the Chicago Board of Trade of Chicago, Ill., at a meeting in December voted to give \$10 each to the Board's 300 employees as a Christmas present.

Richard C. O'Keefe, recent general secretary of the Buffalo Chamber of Commerce of Buffalo, N. Y., has engaged in the grain and forwarding business at that point.

The Holmes-Frost Company, a new grain firm of Milwaukee, Wis., has incorporated for \$5,000. The incorporators are A. W. Holmes, Frank A. Frost and Roy M. Koppelkam.

William Jacobs, who has been salesman "on 'Change" for a number of years past with Bartlett-Frazier Company of Chicago, has accepted a similar position with Logan & Bryan.

Logan & Bryan of Chicago opened their offices at Hot Springs, Ark., on January 10. It is located in the Arlington Hotel and conducted under the management of George Whiteman.

O. A. Bruso, who has been identified with the grain interests of Buffalo, N. Y., for very many years past has joined the Buffalo office force of E. W. Wagner & Co. of Chicago.

A. O. Slaughter & Co. of Chicago, Ill., have established an office in the Toledo Produce Exchange. It is in charge of Martin W. Murphy, recently with Finley Barrell & Co. of Chicago.

Stacks & Kellogg of Milwaukee, have removed from the Commerce Street office to large and commodious quarters on the fourth floor of the Northwestern Mutual Life Insurance Building.

The Topeka Board of Trade of Topeka, Kan., was formally opened January 2. The directors are: E. J. Smiley, J. F. Baldwin, J. B. Nicholson, A. Fassler, D. O. Coe, David Bowie, Boyce Forbes.

On January 1, Joe P. Lackey Company succeeded Lackey Bros., brokers of Knoxville, Tenn. Joe P. Lackey who has managed the business for the past 2 years will continue to conduct its affairs.

A holiday hanger, ornamented with the picture of a beautiful young woman wearing a bunch of forget-me-nots, was the holiday remembrance sent to their many friends by Toberman, Mackey & Co. of St. Louis, Mo.

Charles P. Randall, who was elected last year to serve a three-year term as director of the Chicago Board of Trade, has resigned, due to the fact that he will be absent from Chicago during the greater part of 1917.

The Farmers Terminal Elevator Company of Omaha, Neb., has just been organized and incorporated with a capital stock of \$200,000. The incorporators are W. J. Hymes, A. V. Kinsler, and Ford Parratt.

E. Lowitz & Co., formerly E. Lowitz, with offices in the Board of Trade Building, Chicago, opened offices on January 1 in the ground floor of the Rookery Building, occupying the greater part of the southwest corner. The firm is composed of

E. Lowitz, J. F. Barrett, A. J. Barrett, F. J. Bittle, and A. R. Frank. Sam Finney is manager of the cash grain department.

One of our handsome calendars received came from the W. S. Nicholson Grain Company of Kansas City, Mo. Its size was 15x22 inches, with a beautiful picture in colors of a wooded field through which ran a placid stream.

Fred Mayer of J. F. Zahm & Co., of Toledo, Ohio, sent out to his friends a Christmas greeting on an attractively illustrated card as follows: "Here's hoping you have a Merry Christmas and that 1917 will be something to blow about."

The firm of Gardiner B. Van Ness, with offices in the Postal Telegraph Building, Chicago, has been incorporated as the Gardiner B. Van Ness Company. Gardiner B. Van Ness is president of the company, Herbert J. Blum, vice-president and treasurer, and Albert V. Hatch, secretary.

Robert C. Bacon, son of E. R. Bacon, prominent grain merchant of Chicago, was recently married to Miss Helen S. Heafield of Chicago. The newly married couple will reside in Boston, Mass., where Mr. Bacon will have charge of the Eastern branch of his father's grain business.

Edward Hymers who has been associated with Pope & Eckhardt Company of Chicago for more than 12 years and one of its stockholders since 1909 has severed his relations with that firm and engaged in the grain brokerage business on his own account with offices in 69 Board of Trade Building.

The Armour Grain Company of Chicago, Ill., has purchased the plant of the Buffalo Cereal Company at Buffalo, N. Y., and will operate it under its old name. Vice-president George F. Booth of the Buffalo Cereal Company remains as manager of the concern and President Lawrence E. Harmon retires.

An unusually handsome calendar has been mailed to the trade by the Bear Grain Company of Hicksville, Ohio. The illustration is a copy of a painting "The Stars and Stripes Forever," from the brush of Henry Mosler, and pictures a historic incident when General Knox marched to take possession of Fort George.

All the "cafes" in Toledo, Ohio, were closed January 5, in honor of Fred W. Jaeger of J. F. Zahm & Co., and David Anderson, head of the National Milling Company, who on that date celebrated between them 100 years of existence. The hundred years were split 50-50. And, anyway, here's how!

H. Hahn has severed his connection with Gerstenberg & Co., of Chicago, with whom he has been for the past 17 years. He has engaged in business on his own account with all transactions made through and confirmed by H. W. Rogers & Bro. He has offices with this firm at 439 to 445 Postal Telegraph Building, Chicago.

Rumsey, Moore & Co., of Peoria, Ill., have increased their capital stock to \$50,000 and admitted to membership John E. Moeschel, son of George Moeschel, well known grain merchant of Washburn, Ill. Officers of the company are W. H. Perrine of Chicago, President; I. P. Rumsey of Chicago, vice-president; Henry A. Rumsey of Chicago, secretary; W. R. Moore, Peoria, treasurer and general manager.

The well-known grain house of Elmore-Schultz Grain Company of St. Louis, Mo., has secured the services of John H. Herron who will represent them on the floor of the Merchants' Exchange in charge of their cash corn and oats. Mr. Herron was recently with Ware & Leland of Chicago, in their Cedar Rapids office, and was for a number of years actively engaged in the grain business at Sidell, Ill.

A holiday gift mailed by the Bert A. Boyd Grain Company of Indianapolis, Ind., will prove interesting during the year, to the old as well as the young, and vice versa. It consisted of a book, bearing the title "All the Year Round," containing 12 illustrations cut in wood and printed in colors with a verse by James Whitcomb Riley, for every month in the year. The grain company sent the volume as "true Hoosier cheer, with hale Hoosier greetings for Christmas and best wishes for all the year round."

THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1917

A. Gassaway, secretary of the Toledo Produce Exchange, Toledo, Ohio, lost a son, Thomas R. Gassaway, by death from pneumonia during December. Mr. Gassaway has the sympathy of very many friends in his bereavement.

A very attractive New Year's remembrance with the season's greetings was sent out by Pope & Eckhardt Company of Chicago. It was adorned with an embossed representation of the ears of golden corn which have become a feature of this firm's trade literature.

The change heretofore announced to take place January 1 in the old firm of Finley Barrell & Co., of Chicago, was duly consummated on that date. Block, Maloney & Co., took over the business at that time, and offices remain in the Rookery Building. The members of the new firm have been active partners in the old. They are, Benjamin Block, P. J. Maloney, and W. B. Anderson, with L. Montefiore Stein and F. E. Alstrin in charge of the Chicago office and Finley Barrell as special partner. D. E. Sawyer, formerly with the Illinois Steel Company, also became affiliated with the firm on January 1.

One of the pleasant events at Chicago, during the holiday season, was the banquet given by Weighmaster H. A. Foss to his office force, tallymen and deputy weighmen. It was the 15th annual affair and took place on the evening of December 16 in the large banquet room of the Auditorium Hotel. No one who attends these banquets can doubt the cordial relations that exist between the weighmaster and his men, nor the reason for the extraordinary efficiency in the weighing department. A very masterly address was given by Jos. P. Griffin, president of the Chicago Board of Trade, one of the guests, followed by other speakers and then an unusually interesting program was given by members of the weighing department themselves, consisting of vocal numbers, readings, ending with a real black face minstrel show, uproariously funny.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of December and the year 1916:

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	2,835,292	5,813,450	2,409,898
Corn, bus....	905,783	1,172,416	135,655
Oats, bus....	2,529,101	1,535,436	2,631,654
Barley, bus..	186,802	2,660,033	61,268
Rye, bus....	1,312,473	779,291	1,356,506
Hay, tons....	2,878	4,459	892
Flour, bbls..	313,056	223,466	375,409

BALTIMORE—Reported by James B. Hessong, secretary of the Chamber of Commerce (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	46,289,243	36,303,781	44,226,729
Corn, bus....	22,069,065	18,739,745	19,848,712
Oats, bus....	41,230,468	25,752,902	37,771,398
Barley, bus..	4,986,969	6,103,985	5,396,120
Rye, bus....	12,577,433	10,218,611	13,114,727
Hay, tons....	47,699	52,119	10,995
Flour, bbls..	3,111,210	1,588,162	2,283,661

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	3,630,000	7,570,000	2,677,000
Corn, bus....	10,311,000	9,675,000	5,182,000
Oats, bus....	8,483,000	10,243,000	6,427,000
Barley, bus..	2,873,000	5,298,000	770,000
Rye, bus....	780,000	745,000	491,000
Timothy seed, lbs.	3,051,000	2,416,000	3,128,000
Clover seed, lbs.	1,416,000	1,205,000	962,000
Other grass seed, lbs.	2,475,000	2,110,000	1,205,000
Flax s'd, bus.	265,000	448,000	1,000
Broom corn, lbs.	1,312,000	3,000,000	2,342,000
Hay, tons....	20,628	24,748	1,423
Flour, bbls..	773,000	1,173,000	692,000

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	74,944,000	70,704,000	61,187,000
Corn, bus....	102,376,000	95,357,000	61,782,000
Oats, bus....	161,244,000	133,475,000	116,875,000
Barley, bus..	34,526,000	26,167,000	11,416,000
Rye, bus....	5,601,000	4,648,000	4,436,000
Timothy s'd, lbs.	34,582,000	36,815,000	36,249,000
Clover s'd, lbs.	9,873,000	12,803,000	9,555,000
Other grass s'd, lbs.	29,980,000	23,453,000	18,142,000
Flax seed, bus.	1,225,000	1,292,000	27,000
Broom corn, lbs.	21,103,000	25,298,000	20,699,000
Hay, tons....	267,861	304,342	39,463
Flour, bbls..	9,353,000	9,063,000	8,332,000

BUFFALO—Reported by the Chamber of Commerce (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	138,668,781	166,670,198	.....
Corn, bus....	3,527,207	17,281,413	.....
Oats, bus....	22,036,301	10,969,616	.....
Barley, bus..	11,709,056	13,512,782	.....
Rye, bus....	1,477,346	3,787,863	.....
Flax seed, bus.	9,564,147	4,036,581	.....
Flour, bbls..	6,957,432	8,429,126	.....

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	380,008	1,314,115	510,144
Corn, bus....	1,173,782	1,114,930	545,093
Oats, bus....	488,215	410,498	234,534
Barley, bus..	350,531	101,030	6,432
Rye, bus....	50,458	82,773	21,631
Timothy seed, lbs.	3,108	3,701	1,395
Clover seed, lbs.	3,030	3,031	859
Other grass seed, lbs.	33,098	31,487	18,532
Flax s'd, bus.	20	669	37
Broom corn, lbs.	81,710	189,049	47,988
Hay, tons....	22,504	17,633	20,163
Flour, bbls..	196,887	254,895	195,252

CINCINNATI—Reported by W. C. Culkins, superintendent of the Chamber of Commerce (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	7,274,652	7,380,386	5,089,455
Corn, bus....	9,499,415	7,813,414	2,921,093
Oats, bus....	7,005,353	6,816,890	6,021,083
Barley, bus..	1,498,534	601,502	30,505
Rye, bus....	660,107	702,483	208,016
Timothy seed, lbs.	56,503	11,619	26,384
Clover seed, lbs.	30,518	46,250	35,347
Other grass seed, lbs.	161,415	161,889	170,537
Flax s'd, bus.	1,771	2,141	1,006
Broom corn, lbs.	1,328,935	1,755,767	623,297
Hay, tons....	161,440	180,117	117,435
Flour, bbls..	2,099,820	1,644,371	3,456,251

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	1,127,168	293,856	159,958
Corn, bus....	554,918	323,657	70,930
Oats, bus....	829,856	294,403	33,840
Barley, bus..	157	8,896	.....
Rye, bus....	4,429	292,388	.....
Hay, tons....	54,658	93,967	32,929
Flour, bbls..	.....	.....	4,516

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	3,536,597	2,120,979	775,929
Corn, bus....	3,948,169	3,706,405	873,918
Oats, bus....	6,470,005	5,609,815	1,226,301
Barley, bus..	123,058	68,421	11,916
Rye & Other Cereals	52,409	593,767	8,024
Hay, tons....	44,550	47,492	681
Flour, bbls..	729,842	912,211	107,982

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	108,000	315,000	83,000
Corn, bus....	479,000	577,000	125,000
Oats, bus....	228,000	557,000	34,000
Barley, bus..	35,000	42,000	13,000
Rye, bus....	27,000	30,000	34,000
Flour, bbls..	.....	.....	40,000

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	2,539,000	2,714,000	1,488,000
Corn, bus....	3,835,000	3,797,000	2,848,000
Oats, bus....	3,933,000	4,775,000	1,720,000
Barley, bus..	.....	9,000	.....
Rye, bus....	531,000	539,000	346,000
Flour, bbls..	328,000	350,000	434,000

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	4,320,017	16,244,090	6,165,980
Oats, bus....	793,847	549,589	521,732
Barley, bus..	748,330	1,594,710	1,551,427
Rye, bus....	342,887	154,270	144,599
Flax s'd, bus.	1,548,863	1,671,398	2,696,508

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	50,691,105	95,122,447	47,473,422
Oats, bus....	7,299,813	6,482,346	6,358,132
Barley, bus..	10,621,371	14,342,651	11,418,977
Rye, bus....	2,850,506	4,056,231	2,653,581
Flax s'd, bus.	7,590,759	6,110,769	7,422,931

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	69,000	114,000	6,000
Corn, bus....	2,836,000	2,503,000	1,004,000
Oats, bus....	461,000	418,000	281,000
Rye, bus....	6,000	13,000	1,000

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	3,292,000	4,546,000	1,076,000
Corn, bus....	25,165,000	16,538,000	12,689,000
Oats, bus....	14,596,000	10,676,000	10,371,000
Rye, bus....	120,000	205,000	124,000
Hay, tons....	2,160	2,302	.....

GALVESTON—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	1,545,300	2,130,502
Corn, bus....	540,000

GALVESTON—Reported by H. A. Wickstrom, chief inspector of the Cotton Exchange and Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	23,296,137	31,949,927
Corn, bus....	99,851,312	73,714,248
Barley, bus..	4,811,306	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	4,546,800	9,124,650	5,547,150
Corn, bus....	1,585,000	4,427,500	806,250
Oats, bus....	419,900	644,300	418,500
Barley, bus..	108,000	470,400	70,200
Rye, bus....	30,800	75,900	3,300
Kaffir, bus..	199,100	1,116,500	97,000
Bran, tons....	3,160	4,480	11,180
Flax, bus....	1,000	2,000	.....
Hay, tons....	39,900	37,236	18,876
Flour, bbls..	42,750	30,750	231,500

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade (year):

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	77,785,650	58,693,950	64,885,150
Corn, bus....	22,186,250	20,803,750	22,201,250
Oats, bus....	7,961,100	6,247,500	3,534,000
Barley, bus..	2,043,000	1,817,200	2,015,800
Rye, bus....	414,700	361,900	358,600

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Receipts		Shipments	
1916	1915	1916	1915
Wheat, bus..	940,800	1,441,000	719,836
Corn, bus....	1,783,540	541,875	1,069,202
Oats, bus....	2,246,160	3,016,180	2,931,917
Barley, bus..	1,880,000	3,360,560	248,346
Rye, bus....	438,000	556,540	254,694

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	940,800	1,441,000	719,836	668,988
Corn, bus....	1,783,540	1,541,875	1,069,202	228,425
Oats, bus....	2,246,160	3,016,180	2,931,917	2,437,241
Barley, bus..	1,880,000	3,360,560	248,346	1,519,637
Rye, bus....	438,000	556,540	254,694	370,175
Timothy seed, lbs.	1,593,717	483,527	462,157	221,137
Clover seed, lbs.	391,460	1,004,597	92,723	602,695
Feed, tons....	5,700	17,735	19,401	35,546
Flax s'd, bus.	23,400	89,540	.....	.....
Hay, tons....	2,365	4,571	528	328
Flour bbls..	105,490	182,670	184,025	432,258

NEW YORK—Reported by H. Heinzer, statistician of the Produce Exchange (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	127,316,180	.....	115,508,960	.....
Corn, bus....	11,055,200	.....	8,078,678	.....
Oats, bus....	33,277,800	.....	18,090,293	.....
Barley, bus..	14,055,023	.....	11,419,842	.....
Rye, bus....	744,709	.....	865,659	.....
Timothy seed, bags	.....	.....	3,346	.....
Clover seed, bags	20,013	.....	14,752	.....
Other grass seed, lbs.	.....	.....	.....	.....
Flax s'd, bus.	5,343,900	.....	.....	.....
Hay, tons....	237,580	.....	2,845	.....
Flour, bbls..	8,772,734	.....	5,401,841	.....

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	1,592,400	3,424,800	1,734,000	2,335,200
Corn, bus....	1,965,600	2,710,800	1,178,100	1,326,900
Oats, bus....	999,600	1,409,300	1,201,500	954,000
Barley, bus..	126,000	110,600	59,000	23,000
Rye, bus....	126,500	205,700	62,000	192,000

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	36,831,240	16,587,600	34,210,800	11,408,400
Corn, bus....	21,466,600	24,295,200	18,236,700	25,342,100
Oats, bus....	14,570,700	11,042,000	14,148,000	11,560,500
Barley, bus..	1,163,800	555,000	615,000	96,000
Rye, bus....	1,136,800	1,076,000	971,000	816,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	114,200	332,800	85,900	495,300
Corn, bus....	3,900,450	3,314,650	1,390,462	1,296,830
Oats, bus....	980,450	770,500	649,750	1,023,000
Barley, bus..	408,400	301,000	105,700	105,800
Rye, bus....	43,200	60,000	46,800	52,800
Mill F'd, tons	9,340	5,200	16,014	18,361
Seeds, lbs....	360,000	30,000	180,000	.....
Broom corn, lbs.	195,000	105,000	.....	60,000
Hay, tons....	4,150	3,132	1,643	462
Flour, bbls..	167,500	274,600	127,495	286,964

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	3,440,100	2,830,625	3,168,100	5,370,700
Corn, bus....	37,164,790	20,479,377	13,930,092	7,791,508
Oats, bus....	11,728,950	11,279,800	10,955,500	12,839,490
Barley, bus..	3,333,100	2,334,200	1,102,430	1,412,580
Rye, bus....	629,700	372,400	495,400	277,050
Mill F'd, tons	75,380	61,878	227,435	175,870
Seeds, lbs....	5,400,000	2,100,000	1,710,000	315,000
Broom corn, lbs.	1,020,000	1,110,000	705,000	675,000
Hay, tons....	46,103	32,896	15,262	14,925
Flour, bbls..	2,186,400	2,692,900	2,051,471	2,695,715

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	2,557,509	4,253,823	2,340,384	3,679,644
Corn, bus....	168,691	146,827	68,570	8,571
Oats, bus....	1,300,172	1,429,472	1,069,362	625,194
Barley, bus..	54,100	150,621	49,862	150,997
Rye, bus....	59,563	13,795	53,340	22,154
Timothy seed, bags	1,491	.....	.....	.....
Clover seed, bags	251	350	.....	.....
Flax s'd, bus.	85,911	113,426	.....	.....
Hay, tons....	5,820	8,140	.....	.....
Flour, bbls..	157,720	294,656	51,320	85,215

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	42,903,186	34,860,627	38,087,909	30,838,447
Corn, bus....	4,827,874	3,904,354	3,047,232	1,875,273
Oats, bus....	13,643,442	18,744,587	7,112,680	9,989,390
Barley, bus..	1,155,489	667,581	1,220,313	659,158
Rye, bus....	384,783	1,234,594	368,441	1,223,406
Timothy seed, bags	6,170	3,620	.....	.....
Clover seed, bags	4,627	5,238	.....	.....
Flax s'd, bus.	766,972	640,627	.....	.....
Hay, tons....	76,521	75,238	.....	.....
Flour, bbls..	2,120,575	2,291,162	1,376,994	1,149,640

PORTLAND, ME.—Reported by George F. Feeney, traffic manager of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	1,335,429	3,444,116	1,672,853	3,203,658
Corn, bus....	50,005	.....	34,486	.....
Oats, bus....	27,787	1,106,435	94,118	806,872
Barley, bus..	149,776	627,475	119,149	398,029
Rye, bus....	34,416	.....	.....	.....

PORTLAND, ME.—Reported by George F. Feeney, traffic manager of the Chamber of Commerce (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	29,207,514	12,513,869	30,651,958	12,458,426
Corn, bus....	463,764	66,868	340,979	66,868
Oats, bus....	4,525,976	2,648,509	4,581,200	2,293,195
Barley, bus..	2,449,309	1,273,128	2,677,487	1,062,283
Rye, bus....	114,108	.....	79,639	.....
Buckwheat, bus.	83,286	.....	82,654	.....

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	2,514,075	4,158,258	2,205,080	3,209,370
Corn, bus....	1,895,820	1,578,390	948,420	266,590
Oats, bus....	1,469,850	1,390,600	1,163,230	854,780
Barley, bus..	160,000	253,200	5,080	15,920
Rye, bus....	63,800	89,100	38,960	94,300
Hay, tons....	16,950	16,885	5,755	6,090
Flour, bbls..	338,280	412,410	408,810	573,570

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	40,578,583	35,250,404	31,435,720	28,179,270
Corn, bus....	18,459,835	18,917,185	9,435,170	9,921,320
Oats, bus....	19,237,385	19,402,855	13,884,560	13,702,300
Barley, bus..	1,580,920	1,463,170	149,910	196,310
Rye, bus....	813,714	495,463	704,380	385,160
Hay, tons....	192,220	247,825	79,920	130,715
Flour, bbls..	4,490,775	3,952,190	5,288,340	4,905,490

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	141,900	1,480,000	261,800	1,059,100
Corn, bus....	522,600	391,600	212,500	116,900
Oats, bus....	140,000	252,800	236,300	297,700
Rye, bus....	11,000	5,000	5,200	9,500
Timothy seed, bags	7,964	3,570	675	789
Clover seed, bags	6,931	4,284	4,749	1,278
Alsike seed, bags	1,352	648	660	587

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange (year):

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	6,592,700	9,551,000	3,212,300	6,462,800
Corn, bus....	3,961,600	4,132,600	1,613,300	2,165,700
Oats, bus....	4,358,800	6,341,700	2,969,900	5,621,500
Barley, bus..	19,000	141,700	.....	138,000
Rye, bus....	135,100	118,000	87,610	129,400
Timothy seed, bags	28,999	35,812	24,974	34,562
Clover seed, bags	73,499	54,395	60,585	71,130
Alsike seed, bags	8,001	12,420	11,503	11,704

TRADE NOTES

The Pacific Coast office of the Burrell Engineering & Construction Company of Chicago, has been removed from Walla Walla, Wash., to Portland, Ore., where F. C. Burrell, manager, has very adequate quarters in the Lewis Building. The company is unusually busy for this time of the year, having on hand concrete construction work for grain elevators at Oklahoma City, Okla., Wichita Falls and Fort Worth, Texas, LaFox, Ill., and cribbed elevators at Haskins and Milton Center, Ohio.

The 53rd annual statement of the First National Bank and the 13th annual statement of the First Trust and Savings Bank of Chicago made excellent showings. In spite of the low rates of interest prevailing throughout the year, which resulted in reduced profits in commercial banking, the earnings of the First National Bank were only slightly less than in 1915, while the First Trust and Savings Bank, a large part of whose assets are properly invested in long term securities, showed a gain. After having made provision for depreciation and losses, both actual and anticipated, the combined net profits for the two banks for the year are \$2,381,139.51. The dividends paid amounted to \$2,200,000, leaving a surplus above dividends of \$181,139.51.

James Stewart & Co., Inc., of Chicago, builders of grain elevators and mill storage, have realized for several years in their construction work, that the present method of unloading grain cars is both slow and expensive, growing more so each year, due to the high cost and inefficiency of labor. To overcome this they have designed a machine which theoretically works out to dump a car of grain every three minutes, using three men to operate it. In order that they may have accurate statistics before them they request large grain elevator operators to send them their total annual labor cost of unloading cars, together with the total number of cars unloaded each year. They believe that a car dumper might frequently save demurrage charges in the event of a sudden rush of incoming grain with an insufficient number of experienced shovelers, while the dumper would always be on hand and when not in use the few men necessary for its operation could be utilized profitably at other work around the elevator. A dumper would not involve cost when idle, nor would it get out of order if built properly, nor go on strike, and would work overtime without extra pay.

"The best year in our history," was the unanimous verdict at the annual meeting of The Goodyear Tire & Rubber Company, held in December at the general offices of the company at Akron, Ohio. "Gross business jumped from \$36,000,000 to \$63,000,000, an increase of 80 per cent over 1915. And Goodyear had no 'war babies,' so that the growth has been in domestic and peaceful foreign business. Net earnings of the company, incidentally, jumped from \$5,000,000 to \$7,000,000." In his report to stockholders, President F. A. Seiberling closed by saying: "It will be of interest to stockholders to know that with 59,000 customers' accounts on the books of the company, the net loss on collections has been less than one-tenth of 1 per cent. We are pleased to state that prospects for increase in both volume and profits for the coming year are encouraging, and that the policy of the company to manufacture only prod-

ucts of high quality, with fair treatment to its customers, is building a very valuable 'Good Will'." Officers for the coming year are: F. A. Seiberling, president; C. W. Seiberling, vice-president; G. M. Stadelman, vice-president and sales manager; P. W. Litchfield, vice-president and factory manager; A. F. Osterloh, secretary; F. H. Adams, treasurer; W. E. Palmer, assistant secretary and assistant treasurer; H. J. Blackburn, second assistant treasurer.

An announcement of more than usual interest was made last month by the Huntley Manufacturing Company of Silver Creek, N. Y. This company has acquired a large factory at Tillsonburg, Ont., for the manufacture of Monitor machinery. The plant is located on five railroads, the Michigan Central, Grand Trunk, Pere Marquette, Wabash and Canadian Pacific. Switches run direct to the works and already the plant is being overhauled and fitted for the manufacture of Monitor Grain Cleaners, Clippers, Packers and kindred machinery. The location is an ideal one and will give to the Huntley Manufacturing Company many important advantages in economical transportation facilities. The Huntley Manufacturing Company's well-known line of Monitor machinery for all Canadian deliveries will hereafter be manufactured at this new Tillsonburg plant. During the past 15 years Monitor machinery has been placed in practically all of the largest elevators and cleaning houses throughout Canada and this business has expanded to a point where the works at Silver Creek was unable to handle the increased volume of business. In the acquirement of this new Canadian branch a relief is thus afforded for the home factory at Silver Creek, where for over 37 years Monitor machinery has been manufactured exclusively. The Huntley Manufacturing Company will have the distinction of being the only American manufacturers of grain cleaning machinery operating two complete, individual factories, one on each side of the border.

The S. Howes Company, Inc., of Silver Creek, N. Y., should have the consciousness of an achievement well done in presenting to the trade their new Catalog No. 25. In binding, printing and cuts, from the artistic cover to the final page the Eureka line is set forth in a manner not a whit inferior to the high reputation which these machines enjoy. The title page states that Eureka Grain Cleaning Machinery has been "in a class by itself since 1856." A glance through the catalog leaves the impression that the claim is not open to dispute. One of the unique features of the book is that the leaves are indexed so that the reader can turn at once to any machine in which he is interested. There are first presented scourers, polishers and brush machines, and oat clippers requiring 40 pages, followed by elevator or receiving separators occupying 28 pages; then comes milling separators with 12 pages, preceding special separators and cleaners requiring 15 pages for presentation. The Eureka wheat washing and drying system fills 12 pages and the Eureka Patent Grain Drier and Conditioner 8 pages. A special department of 16 pages is devoted to fire proof grain cleaning machinery, and then comes the line of corn cleaning and corn milling machinery with 14 pages. The final 52 pages is given to dust collectors, packers, bran and ships dusters, mixers, and specialties.

Those who are acquainted with the Eureka line of machines will review the catalog with pleasure. Those who are not, if any, will find it a valuable addition to the elevator and mill literature.

J. W. Linkhart & Sons of North Vernon, Ind., who are owners and manufacturers of the Improved Economy Cracked Corn Separator and Grader are now making three sizes of this machine which they say the trade has found to be in a class by itself. Its many features of high grade work commends it very strongly to dealers who need a machine of this character. They invite the trade to write for their new catalog and samples of work done on the machine.

The Morisrite Manufacturing Company of Bloomfield, N. J., says that reports are coming in every day telling of the tremendous loss caused to grain and seed. It is a known fact that every grain warehouse and elevator has to charge up to profit and loss the damage which is the result of having rats and mice on the premises. Rat Cure is the article that is guaranteed to kill 5 rats for 1 cent. Requires no mixing with other foods, put up in tablet form, ready to feed from the can. No domestic animal will touch it. The product contains molasses and cornmeal. There is probably nothing a rat or mouse will eat quicker, and there is said to be no odor after death and consequently no floor to rip up. Rat Cure draws rats and mice the same as molasses draws flies. Rat Cure offers fine profits. To elevator owners it offers relief from the damage done by this pest. The manufacturers of Rat Cure print circulars with the dealer's name on to send customers. They advertise in every poultry paper published, directing the sale to the dealer. Their methods of doing business are above reproach. They have thousands of new testimonials. This literature will be mailed on request.

PROPOSED DEATH TO RECONSIGNMENTS

The carriers of the Central Freight Association met with grain receivers and shippers and hay men on January 3, at Chicago, to listen to the protests against the proposed regulations for diversion and reconsignment of carload freight. The protests were numerous and vehement, but nevertheless it is thought probable that the following rules will be put in effect by the roads:

Tariffs providing rules and regulations governing the diversion and reconsignment of carload freight at designated hold points or which permit the acceptance of carload freight to be held at any points for the purpose of diversion or reconsignment, shall be cancelled.

1. *Definition.*—For the purpose of applying the following rules, the term "Diversion or Reconsignment" means a change in the name of the consignee; change in the name of the consignor; change in the route (at owner's request); change in the destination; any instructions necessary to effect delivery and not shown on original billing.

2. *Requests for Diversion or Reconsignment.*—If request is made for the diversion or reconsignment of freight in carloads, this company will make diligent effort to locate the shipment and effect diversion or reconsignment, but will not be responsible for failure to effect the diversions or reconsignment desired unless such failure is due to negligence of its employees.

3. *Charge for Diversion or Reconsignment.*—If a car is diverted or reconsigned in transit prior to arrival at original destination, or if the original destination is served by a terminal yard then prior to arrival at such terminal yard, a charge of \$2 per car will be made for such service, except as otherwise provided in Rules 5 and 8. (See note.)

NOTE.—On shipments originating within the switching limits of stations on the lines of (this carrier), no charge for diversion or reconsignment will be assessed if orders for such diversion or reconsignment are received at initial billing point before car leaves the yard at which the road-haul begins.

4. If order for diversion or reconsignment of car is placed with the local freight agent at billed destination, or other designated officer, in time to permit instructions being given to yard employees prior to arrival at such billed destination or terminal yard serving such destination, a charge of \$2 per car will be made for such service, except as otherwise provided for in Rule 8.

5. When a car is stopped prior to arrival at original billed destination on request made by consignee or consignor, a charge of \$2 per car will be made for such service and the point where the car is stopped will be considered the destination of the freight.

6. If a car is reconsigned after arrival at original

billed destination or terminal yard serving such destination, or if reforwarded without being unloaded, a charge of \$5.00 per car will be made if the car is reconsigned or reforwarded to a point outside of the switching limits.

7. *Reconsignments Within Switching Limits After Placement.*—Cars that have been placed for unloading and which are subsequently reforwarded to a point within the switching limits of the billed destination will not be subject to reconsignment charge but will be subject to the published industrial or local tariff rate on file with the Interstate Commerce Commission and State Commission, in addition to the rate from the point of origin to billed destination.

8. *Reconsignments Within Switching Limits Before Placement.*—(a) A single change in the name of the consignee at first destination and or a single change in the designation of his place of delivery at first destination will be allowed without charge if order is received in time to permit instructions being given to yard employees prior to arrival of car at first destination or at the terminal yard serving such destination.

(b) If such orders are received in time to permit instructions to be given to yard employees within twenty-four hours after arrival of car at terminal yard, a charge of \$2.00 per car will be made.

(c) If such orders are received subsequent to twenty-four hours after arrival of car at terminal yard, a charge of \$5 per car will be made.

9. *Freight Rate Applicable.*—These rules and charges will apply whether shipments are handled on local rates, joint rates, or combination of intermediate rates. The through rate to be applied under these rules is the rate on file with the Interstate Commerce or State Commission from point of origin via the reconsigning point to final destination in effect on date of shipment from point of origin. If the rate from original point of shipment to final destination is not applicable through the point at which the car is reconsigned, in connection with the line moving the traffic to that point, the sums of the locals will apply, plus reconsigning charges.

10. *Limitation of Diversion or Reconsignment Account of Embargo.*—No freight can be reconsigned or diverted under these rules to a station or point of delivery against which an embargo has been placed, either during the existence or subsequent to the removal of such embargo, unless such freight was forwarded from point of origin prior to the date effective of the embargo or subsequent to its removal.

11. *Exceptions.*—The diversion and reconsignment arrangements specified will not apply—

(a) On shipments that have broken bulk.

(b) On ex-lake grain moving under at-and-east-of Lake Erie port rates, and ex-lake iron ore.

(c) These rules and charges will apply to track grain and hay, i. e., these commodities in cars not unloaded, except as it may be necessary to modify the rules to meet and comply with Federal, State, Grain Exchange, or other official inspection regulations.

(d) No change will be made in the present reconsignment rules to apply on fresh or green fruits, fresh or green vegetables (including potatoes and onions), fresh berries and melons. Further consideration will be given the new rules to apply on these commodities.

(e) No change will be made in the present rules applicable to shipments of lake cargo coal and coke to lake ports, or coal and coke to the Atlantic Seaboard for trans-shipment.

Most of the large markets filed protests against the rules and if they go into effect, appeal will be taken to the Interstate Commerce Commission to have them suspended and finally defeated.

ST. LOUIS WEIGHING JUDGED UNLAWFUL

The Supreme Court of Missouri in a recent lengthy decision has upheld the state law which prohibited private weighing departments from issuing a certificate of weight and charging for the service. Through a writ of error, however, the case has been appealed to the Supreme Court of the United States, and pending a decision by that body, the Merchants' Exchange of St. Louis will continue to supervise weights in public elevators at St. Louis as heretofore, and will safeguard all grain shipped to that market in every legitimate way.

The decision of the Missouri court is too long to give in its entirety, but Judge Graves summed up the issues in the closing paragraphs, as follows:

The questions here are, should the respondent be precluded from issuing weight certificates, or any paper or ticket purporting to be the weight of any car, wagon, sack, or other packages of grain, received at the public warehouses and elevators in St. Louis, where our inspection laws apply. Or shall respondent be permitted to make any charges for weighing or issuing weight certificates or tickets. These are the things forbidden by Section 63 of the Act of 1913 (Laws of 1913, page 372), and are the things the state seeks to prevent the respondent from doing. And,

these are the things which respondent admits it has been doing. This statute forbidding persons, other than the bonded officers of this state, from doing these things, had in view the general welfare under repeated rulings of this court. Such statutes were intended for the protection of producers, shippers and receivers of grain and hay, as well as other parties interested therein as owners, pledgers, or pledgees. We are unable to say that the statute is an improper exercise of the police powers of the state.

It is suggested by able counsel that the act should be so construed as to permit the weighing and certifying of weights both by the state and the respondent. The statute will not bear such a construction. It was clearly the legislative intent to make the state the weighmaster, and to exclude others from giving weight tickets or certificates. The very purpose of the law would be thwarted in the construction sought. Of course the law in no way prohibits owners of grain from weighing their grain before it is sent to or put in a public warehouse, to the end that they may know what they have, nor does it prohibit such owners from weighing it after it is withdrawn. So that the argument that no opportunity is afforded to have evidence to refute the *prima facie* showing of the state certificate of weight, is without foundation. By this we do not mean that such owners may force such previous or subsequent weighing upon scales provided for by the law for the use of the state authorities. The state authorities are entitled to proceed with their work without hindrance or interference in any respect.

Nor do we think these laws interfere in a material sense with interstate commerce. The police powers of the state have full recognition by the Federal Government, and unless the laws passed in pursuance of such powers unduly interfere with the commerce clause of the Federal Constitution they have been upheld by the United States Supreme Court.

These laws do not purport to regulate interstate commerce. They are made applicable solely to citizens of the state, and property in the state. In the *Sherlock* case, *supra*, the United States Supreme Court well said:

"And it may be said generally, that legislation of a state, not directed against commerce, or any of its regulations, but relating to the rights, duties, and liabilities of citizens, and only indirectly and remotely affecting the operations of commerce, is of obligatory force upon citizens within its territorial jurisdiction, whether on land or water, or engaged in commerce, foreign or interstate, or in any other pursuit."

What has been said by the courts with reference to elevation of grain in transit being a part of the transportation, and therefore the rates charged, under the control of the Interstate Commerce Commission, are foreign to the questions involved here. This contention is therefore ruled against the respondent.

We are therefore forced to conclude that the respondent should be adjudged guilty of the charges of usurpation in the information contained, i. e., (1) weighing the grain of the citizens of Missouri and charging therefor, and (2) issuing certificates of weight for grain deposited in the public warehouses and public elevators in the city of St. Louis. These things the law forbids and the respondent has no legal right to do. To this extent a judgment of ouster is entered.

DETERMINING THE ACIDITY OF CORN

The test to determine the acidity of corn, which previously required 16 to 18 hours, can be made in less than one hour by the use of improved apparatus developed by H. J. Besley and G. H. Baston of the Office of Grain Standardization Bureau of Plant Industry. Under the new method an electric mechanism, similar to those seen on soda fountains, is used to mix finely-ground corn and alcohol. Thirty minutes of mixing, it is found, will extract from the corn an amount of acid-reacting substance comparable to the amount extracted through digestion in 80 per cent alcohol at room temperature for 18 hours.

The methods for making acidity determinations of corn with this apparatus are described in detail in Circular 68, Office of the Secretary, recently published by the U. S. Department of Agriculture.

Complaint has been filed with the Interstate Commerce Commission by the Armour Grain Company against the Michigan Central and connecting carriers attacking transit tariff rules as applied to corn shipped from Chicago to Buffalo, stored there and shipped to points in various Eastern States.

Rates charged on wheat and coarse grain from points in South Dakota to Des Moines have been found unjust and unreasonable in case of the Beaver Valley Milling Company, Des Moines Elevator Company, Taylor & Patton Company vs. Atchison, Topeka & Santa Fe Railway Company and others. The roads have been given until February 1, 1917, to propose new tariffs remedying the situation.

NEWS LETTERS

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

JACOB SCHREINER, retiring president of the Merchants' Exchange, issued to members on January 2, the annual report of the organization for the year 1916. The report showed the Exchange to be in a prosperous condition. The revenues for the year were \$115,520, of which \$44,040 was received from assessments, \$2,300 from transfer fees, \$41,676 from the Weighing Bureau and \$49,913 from the real estate. After deducting \$35,158 for real estate expenses and the transfer of \$15,000 to current account, there remained a surplus of \$742 for the year. In addition, the Exchange has in its treasury \$50,000 in Government bonds carried over from the previous year. The membership of the Exchange decreased 18 during the year, leaving the total now at 1,090 members. The membership dues for the year 1917 were raised from \$40 to \$100, and the transfer fees from \$25 to \$100. The Exchange guarantees to redeem a certain number of memberships for the next three years at \$400, \$500 and \$600 respectively.

During the year a number of amendments and additions to the rules were adopted. Among the most important changes made were in the commission rates charged for the sale of wheat and oats, which change provided for a minimum charge of \$7.00 per car on wheat and \$5.00 per car on oats. The commission rate for handling bran and mill feeds was likewise changed, being raised from \$5.00 to \$8.00 per car. A rule providing for one-half commission charge on grain where consignments are directed to be turned over to another party or diverted to another market was adopted. New rules for the handling of hay were likewise among the changes. A change in the commission rate for the handling of sack grain was also adopted.

* * *

Cash grain handlers have been unusually active on the Merchants' Exchange recently, despite a light movement of grain to the St. Louis market. Exporters and millers have been in the market for wheat continuously and the demand at times has been so urgent that business has been forced to Kansas City and other markets owing to lack of wheat here to fill the orders. Demands since January 1 have been unusually broad and were reflected a few days ago by sales of No. 2 red wheat at \$2 per bushel, and then at \$2.05.

This was a new high record for soft wheat in the St. Louis market, and the first time wheat has sold above \$2 since Civil War times. During that period No. 2 red wheat sold as high as \$3.85. About the same time No. 2 red wheat crossed \$2, May corn passed above the dollar mark, for the first time since May, 1870, when No. 2 corn sold at \$1.03. Last year the high point on corn was 81½ cents, and the year before, 87 cents. The top price ever reached officially in this market was \$1.60, scored in October, 1864.

* * *

Marshall Hall Grain Company, the Standard-Milton Milling Company, and numerous other firms on the Merchants' Exchange made extra salary payments and bonuses to their employees on Christmas, and around the New Year.

* * *

James H. Griffin, who has represented the Chicago firm of Bartlett, Frazier Company on the Merchants' Exchange for a year, has severed his connection with that company and now represents Hurlburt, Warren & Chandler. The Bartlett,

Frazier Company now is represented by Arthur C. Petri, who until a year ago represented that firm in St. Louis for over 20 years. Friends of Mr. Petri were pleased to see him return to the old firm.

* * *

The Marshall Hall Grain Company, a few days ago received at the Burlington Elevator, over the C. & A. Railroad, one of the largest cars of corn ever seen in the St. Louis market. The car weighed 124,340 pounds, or approximately 2,220 bushels, and at present values was worth about \$2,000.

* * *

John O. Ballard was chosen for president of the Merchants' Exchange at the annual election held January 3. Mr. Ballard, who served last year as first vice-president, and has served on the committees of the Exchange for several years, was nominated on the "regular" ticket by acclamation. His popularity was further attested by the fact that no "insurgent" ticket was placed in the field against him. Mr. Ballard has been active in St. Louis' grain trade for many years, and recently has strongly supported the movement for improving the



JOHN O. BALLARD
President St. Louis Merchants' Exchange.

Mississippi River. Recently Mr. Ballard was appointed a colonel on Governor Gardner's staff.

E. C. Andrews of the Kehlour Flour Company, was named for first vice-president on the ticket with Mr. Ballard, and Charles L. Niemeier for second vice-president. Jacob Schreiner, the retiring president, becomes an honorary member of the Board of Directors. The other directors elected were Trave Elmore of the Elmore-Schultz Commission Company, Alexander Harsh, A. V. Imbs of J. F. Imbs Milling Company, and Eugene C. Dreyer.

The Committee on Appeals named was: James M. Getty, Louis A. Engel, Arthur C. Bernet, Samuel Plant, Zeb. P. Owings, John J. O'Rourke, Fred W. Seele, M. J. Connor, Otto J. Schulz, Louis T. Hall, William M. Louderman, Erich Picker.

The Committee on Arbitration was: George C. Martin, Jr., W. J. Edwards, E. F. Catlin, Gilbert Sears, Hugh J. Brady, George Harsh, James A. Connor, W. K. Stanard, Cary H. Bacon, Robert W. Pommer.

* * *

The Merchants' Exchange has appealed to the United States Supreme Court from the decision handed down recently by the Missouri Supreme Court, finding the Exchange guilty of violating a

statute passed in 1913, prohibiting anyone but the state weighing grain and charging for the service. The ruling of the state court held that the Merchants' Exchange could not weigh grain assigned to public elevators and warehouses. The maintenance of the Weighing Bureau last year cost the Merchants' Exchange over \$44,000.

* * *

Applications for membership in the St. Louis Merchants' Exchange posted at the beginning of the new year were: Prentiss S. Wilson of Steeleville Milling Company, Steeleville, Mo.; A. D. Aiken, general agent of the Rock Island Railroad, St. Louis; H. Lee Early of Early & Daniel Company, Cincinnati; John M. Flinn, St. Joseph, Mo.; Ralph H. Baumgarten of B. H. Lang & Co.; George F. Stewart of Mason-Hawpe Grain Company; William Baldwin of Barron & Wilson; Alexander L. McDonald of the J. H. Teasdale Commission Company; Joseph H. Albrecht and Milton C. Hank of Annan-Burg Grain & Milling Company; Frank A. Connor of M. J. Connor & Son; George Kaps of the Dreyer Commission Company, and Bernard Dickmann, St. Louis.

* * *

Red Cross Christmas seal and button sales on the Merchants' Exchange this Christmas broke all records since seal day was established, \$225 being taken in by Mrs. Nat. S. Brown and her pretty young assistants. The collection was in charge of Samuel Plant of the George P. Plant Milling Company, and H. H. Langenberg of Langenberg Bros. Grain Company.

* * *

The plant of the Golden Grain Milling Company in East St. Louis, recently destroyed by fire with a loss of \$300,000, is to be rebuilt, according to announcement by Edward L. Solfisburg, president of the company. Mr. Solfisburg says that the new plant will be of concrete construction and modern in every detail.

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Eugene Smith was re-appointed secretary of the St. Louis Merchants' Exchange at the first meeting of the new Board of Directors on January 10.

* * *

Friends of George C. Martin, Jr., of Goffe & Carkener Company will be glad to learn that he is improving in health. Mr. Martin has been in poor health for some time, but was at his office several days last week, and his many business associates on the trading floor of the Merchants' Exchange will be glad to see him once again "completely in harness."

BUFFALO

ELMER M. HILL - CORRESPONDENT

WITH the removal of buoys and other aids to navigation the 1916 season of navigation over the Great Lakes route has been brought to a close and from the viewpoint of grain interests it was a most satisfactory season. Total receipts of grain at Buffalo elevators during the season was slightly under the enormous amount handled during the previous year, but a feature of the past season was the remarkable rapidity with which cargoes were handled at the elevators.

Lying at anchor behind the Buffalo breakwater is a fleet of 52 vessels, carrying more than 16,000,000 bushels of grain, much of which is Canadian grain for export to Europe. Because of the great shortage of cars, elevators have been unable to ship grain to seaboard points as fast as elevator managers would like, with the result that almost all the houses are filled to capacity. Only a few winter storage cargoes have been unloaded and until the car situation is easier, little grain will be handled by the houses along the Buffalo River and Blackwell Canal.

More than 100,000,000 bushels of grain have been elevated through Buffalo during the past season for export to the allied nations. Because of the good dispatch at local elevators during the season, grain shippers in the Canadian Northwest routed export

cargoes through Buffalo rather than ship by way of the Welland Canal to Lake Ontario and St. Lawrence River ports. Port Colborne, Ont., elevators handled some export cargoes but the bulk of the Canadian business was handled through local elevators.

Never before has Buffalo been better able to handle lake grain traffic. Several new elevators with all modern improvements for the rapid elevation of grain were added to the port's equipment since 1915, and now local houses are able to handle more than 2,000,000 bushels a day without being rushed. Since the new elevators have been placed in operation, they have not been forced to work at their utmost capacity and for this reason elevating associations do not know the vast amount of grain that could possibly be handled under pressure.

* * *

Local grain dealers are making arrangements for the entertainment of delegates to the annual convention of the Mutual Millers' and Feed Dealers' Association which will be held in Buffalo from January 23-26. Numbered among the members of the Association are more than 300 millers and feed dealers in New York State and Pennsylvania, and of this number it is expected that at least 150 will attend the convention. Business sessions will be held at the Hotel Statler. The officers of the Association are: Walter Merrick of Corry, Pa., president; Edwin A. Bagg of Conewango Valley, N. Y., vice-president; Henry Neff of Salamanca, N. Y., treasurer; A. B. Archer of Conewango Valley, N. Y., secretary, and Roy Mulkie of Union City, Pa., assistant secretary.

* * *

Grain shippers at Lake Michigan ports, especially Chicago and Milwaukee, will be vitally interested in the decision reached by the Board of Directors of the Great Lakes Transit Corporation of Buffalo, N. Y., not to operate ships on Lake Michigan next season. The company's offices in Chicago and Milwaukee have been closed. The Great Lakes Transit Corporation operates the largest fleet of freight and grain carrying steamers on the Great Lakes, having acquired the lake interests of all railroad lines with the exception of the Lehigh Valley Railroad boats. Announcing the company's decision to withdraw from Lake Michigan, James Carey Evans, president, said: "We found that business on Lake Michigan has been carried on at an annual loss." During the past season the company carried a large amount of grain from Lake Michigan ports to Buffalo. Next season the company will confine their business from Lake Superior and other upper lake ports with the exception of Lake Michigan ports to Buffalo. No passenger boats will be operated by the company on Lake Michigan.

* * *

Prompted by the active campaign being waged by grain interests for a larger entrance to the Buffalo harbor, the Chamber of Commerce is advocating improvements to the port involving an expenditure of more than \$1,000,000. The recommendations of the Chamber as sent to the War Department involve the widening of the north harbor entrance to 400 feet; the removal of necessary material to create a minimum depth of 23 feet of water west of the New York state break-wall; the removal of shoal areas near the entrance; widening of the Black Rock channel to the near Black Rock harbor and canal; dredging of the harbor near the new barge canal terminals.

* * *

The shortage of electric power which has crippled local elevators during the last few months has been relieved by the completion of the first unit of the new \$5,000,000 steam-generated electric plant of the Buffalo General Electric Company. Large blocks of power generated by Canadian power plants at Niagara Falls, Ont., have been expropriated by the Dominion Government for use in Canadian munitions plants and this partial embargo on electric power caused a serious shortage along the American Niagara frontier, especially in Buffalo, where most of the Canadian power is used. Elevators which used Canadian power were

forced to suspend operations at arbitrary intervals during the day, especially during the peak-load hours of the late afternoon. Co-operative efforts of leading elevators and other industries have been successful in having a bill adopted in the Senate authorizing the American generating companies at Niagara Falls to divert additional water from the river for power development. The bill is now before the House and it is expected to pass within the next few weeks. Permanent power legislation will be enacted at the next session of Congress.

* * *

One of the most important changes in grain and elevating circles within the last month is the purchase of the \$500,000 plant of the Buffalo Cereal Company, at Elk Street and the Abbott Road to the Armour Grain Company of Chicago. George F. Booth, who for many years has been manager of the Buffalo Cereal Company, has been retained as manager of the industry for the Armour Grain Company. The local purchase is but one of several grain and milling plants which have recently been acquired by the Armour Grain Company.

* * *

The Central Elevator Company, controlled by the Eastern Grain, Mill & Elevator Corporation, has filed plans and specifications for the construction of another addition to its grain storage and elevating equipment on the Buffalo River. The new addition will cost \$475,000.

* * *

Julius Greiner, mechanical superintendent of the Canada Steamship Lines, Ltd., who was in Buffalo recently supervising the handling of the company's ships which are holding storage cargoes of Canadian grain, expressed the belief that there will be a big grain movement when navigation is opened in the spring. He said there is a large quantity of wheat, oats and barley in the Canadian Government elevators on Lake Superior which could not be brought down the lakes before the close of navigation. Mr. Greiner supervises the operation of a fleet of 138 vessels, a large part of which are in the grain trade.

* * *

George E. Pierce, owner of the Evans Elevator and manager of the Monarch and Wheeler Elevators, is a candidate for member of the Board of Directors of the Chamber of Commerce at the annual election. Committees of prominent grain and elevator interests have been formed to boost him for the position which is considered an honor in business circles. Mr. Pierce has always taken an active interest in activities of the chamber and has been a member of several committees.

* * *

Richard C. O'Keefe, who for many years has been executive secretary of the Buffalo Chamber of Commerce and one of the most active men in public life in Buffalo, has resigned to become associated with George E. Pierce in the grain and elevating business. The resignation will take effect January 15. Mr. O'Keefe was formerly associated with the Security Safe Deposit Company, before its amalgamation with Citizens Commercial Trust Company, and has also been associated with other large business interests in the city.

* * *

Since the close of navigation several grain carriers have changed hands and many deals are pending between owners of other ships and newly organized vessel companies. A new line will operate a fleet of five ships between Milwaukee and Buffalo. The company is known as the Holland Steamship Company, a \$25,000 subsidiary to the Crosby Transportation Company. The steamer *C. L. Hutchinson* has been sold to Harvey H. Brown by the Raleigh Steamship Company, of Detroit. This is the fourth steel grain carrier bought by the Brown interests since last fall.

* * *

Under the readjustment of property valuations, the assessments of all grain elevating houses along the Buffalo River and City Ship Canal have been boosted. In some instances valuations have been increased 25 and 30 per cent, but most valuations have not been increased more than 10 per cent.

of continuous service in any line of business in The city tax rate for 1917 will be approximately \$20 which will be the lowest rate in many years. The increased valuations, however, will make the tax payments about the same as last year.

* * *

Local grain men are greatly pleased with the business handled through the port of Buffalo during the past year. Commenting upon conditions, S. M. Ratcliffe, grain and hay dealer, said that he did a remarkable business in oats during the closing months of the year and predicted a rush when navigation is opened in the spring. L. S. Churchill, president of the Churchill Grain & Seed Company, said that business last year surpassed his most optimistic expectations and predicted a brisk business during the coming season. He declared Buffalo is becoming an important seed center and that business throughout western New York is exceptionally good. Commenting upon the barley trade, A. W. Harold said that business during the year was in excess of the previous season and he predicted a big movement of grain through local elevators soon after the opening of navigation.



THE annual holiday frolic of the members of the Grain and Hay Exchange, held on the evening of December 30 at the Bismarck Cafe, had even more zest than usual, because the year ending was one of more than usual prosperity for most of the members. There were 80 persons present, embracing practically all of the members of the organization and a number of outside guests, and high doings were the order of the evening. The committee in charge of the entertainment, headed by Alfred Gowling, had prepared all necessary accessories in the way of food and drink, not to mention entertainment features, and the rest was in the hands of the members. The result was one of the most uproariously enjoyable times which the Cincinnati grain trade has enjoyed in the memory of the oldest member, and the old year was finished in a manner highly suitable to its meteoric performances. A saxophone band, cabaret singers, monologues and songs by members and professionals, were among the entertainment features.

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The regular monthly meeting of the Grain and Hay Exchange was held on the evening of December 21, at the Bismarck Cafe, with a good attendance of members, and routine business was taken care of. Arrangements for the annual holiday dinner, referred to above, were reported, and the business of the year was settled up in a matter highly satisfactory to the members.

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The Board of Directors of the Cincinnati Grain and Hay Exchange has appointed C. S. Maguire, H. Edward Richter and H. Lee Early as a Traffic Board to act for the Exchange. Mr. Maguire has been made president and D. J. Schuh secretary of the traffic branch of the Exchange, recently established, and the branch has been placed in working operation for the purpose of caring for the interests of the members in connection with rate and forwarding matters.

* * *

A pleasant event of the Christmas season was the presentation to Miss Marie Krietmeier, the efficient telephone operator of the Chamber of Commerce, of a handsome purse containing a substantial gift in gold, from the members of the Grain and Hay Exchange, in token of their appreciation of Miss Krietmeier's services during the year.

* * *

John W. Fisher, born in 1829, is still active in the grain business in Cincinnati, and probably has the distinction of being not only the oldest active member of the trade, but the oldest man in point

Cincinnati. In spite of his 88 years, Mr. Fisher is seen on the floor of the Exchange daily, handling a volume of business which would do justice to many a man of half his age and double his vigor. His firm, J. W. Fisher & Co., as it then was, was prominent in the Cincinnati grain trade in the days before the Civil War, and during the war handled many large Government contracts, including one of 2,500,000 pounds of oats, negotiated by Mr. Fisher personally with Gen. Grant. Mr. Fisher has for many years been and still is prominent in civic and fraternal affairs, aside from his business interests.

* * *

The good results of the corn-growing contest annually fostered by the Chamber of Commerce in Hamilton County were referred to by County Agricultural Agent D. R. Van Atta recently in a letter to the Chamber, urging that the contest be continued. He showed that the 1916 contest showed an average yield per acre of 56.97 bushels of corn, among the 33 farmers contesting, while the average cost of production was 38¼ cents. The highest yield was 88.67 bushels, at a cost of 19.7 cents per bushel. The lowest yield was 32.14 bushels, at a cost of 87.6 cents per bushel.

* * *

The Ferger Grain Company, which was recently the subject of an information in the Federal Court on a charge of violating the Food and Drugs Act, appeared and showed to the court that the company was not aware of its technical offense, which, as charged, was a slight variation in the constituents of one of its prepared feeds as stated on the package and as found on chemical analysis. The court viewing the matter as being an obviously unintentional one on the part of the company, accepted a plea of *nolo contendere*, and imposed the minimum fine.

* * *

The Motz-Cook Grain Company has been incorporated at Brice, Ohio, with a capital stock of \$30,000, by J. H. and L. L. Motz, Wm. E. Cook, and others. The company will operate an elevator, with a general grain buying and forwarding business.



KANSAS CITY had its record year in movement of grain in 1916. Receipts of wheat were nearly 20,000,000 bushels above the receipts of 1915, corn ran more than a million ahead, oats nearly 2,000,000, kaffir, rye and barley also advancing. The total receipts, nearly 116,000,000 bushels, were some 10,000,000 bushels above the last previous high record, in 1914. Shipments were more than 97,000,000 bushels. Elevator stocks at the close of the year were 15,250,000 bushels.

* * *

H. A. Birmingham, for many years more or less continuously connected with the Kansas City Board of Trade, the past few years as a broker, has made connections with the W. H. Marshall Commission Company, and will represent that firm in the cash grain business. Mr. Birmingham started in as a young man with a firm on the Board of Trade as a bookkeeper. He later went on the road. Then he had experience handling business at the seaboard. Then came a period of selling corn in Yucatan, and grain in Old Mexico. The career was rounded out with service for the Moffatt Grain Company, and then he went into brokerage for himself. Mr. Birmingham has been a member of the Board of Trade for 12 years.

* * *

Stocks of oats in Kansas City at the present time and for some time past have presented an interesting situation. Elevator holdings are now 3,686,814 bushels against 812,400 bushels a year ago. Elevator men here hope to realize on their early and steady purchases by sales to the Southern States

later on in the year. The idea in the beginning was that Southern farmers, with "20-cent" cotton deeply instilled in them, would sow less acreage to oats and more to cotton in 1917. It is believed in many quarters here that the scheme has been built on good foundation of fact and that Southern farmers will, to a great extent, raise cotton and buy oats this year.

* * *

The storage capacity of Kansas City elevators was increased 2,100,000 bushels during the year just ended. Total space now aggregates 23,515,000 bushels.

* * *

The Board of Trade elected officers on January 2. Honors came easily for George S. Carkener, who was unanimously given the presidency. Guy A. Moore was elected second vice-president, also without opposition. O. V. Severance, the former second vice-president, became, under the rules of the Exchange, first vice-president. The six directors chosen were: P. A. Murphy, N. F. Noland, N. S. Shannon, L. P. Neillis, John Pennelly and Tracy L. Cockle. Six members of the old directorate will hold over in 1917. The new Arbitration Committee will consist of J. J. Hiddleston, S. P. Hinds, H. E. Poor, J. J. Kraettli and W. H. Marshall.

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The Grain Clearing Company of the Board of Trade chose as its three directors: R. J. Thresher, C. W. Lonsdale and J. J. Wolcott.

* * *

Gilbert R. Fleming, for many years a feed and grain dealer in Kansas City, died at the German Hospital from an injury to his hip received in a fall five weeks ago. Mr. Fleming lived at 15 East Thirty-first Street. He was born in Claverack, N. Y., 76 years ago and had lived here the last 43 years.

* * *

E. O. Moffatt, one of the members of the Board of Trade, is on a visit to Kobe, Japan. Mr. Moffatt sailed from San Francisco on the steamer *Ecuador*, stopping for 10 days in Hawaii for a sight-seeing and fishing engagement with friends.

* * *

G. E. Heald of Morrill, Kan., bought the elevator of H. E. Melendy of Morrill. Mr. Heald will engage in the grain and oats business. The elevator has a capacity of 10,000 bushels.

* * *

About 20 members of the Board of Trade and almost the entire roster of the Traveling Grain Men's Association, a new organization here, attended the convention of the Kansas Farm Grain Dealers Association held at Hutchinson, Kan., January 3-5.

* * *

The end of the first week in 1917 saw a new high price level posted on the Board of Trade. Two cars of No. 2 hard wheat were sold at \$1.95, passing the previous top of \$1.94, established October 30, 1916.

* * *

As a result of answers to about 1,000 inquiries, Allen Logan, a local dealer, makes the total reserves of wheat in Kansas 30,851,000 bushels. He estimates a carry-over of 7,000,000 to 8,000,000 bushels after anticipating milling requirements up to July 1, 1917. This time last year, reserves of old wheat were 40.4 per cent of the yield.

* * *

The Ismert-Hincke Milling Company of this city held its annual dinner at the Muehlebach Hotel at two o'clock, Saturday, January 6. About 45 salesmen, department heads, officers of the company and their wives attended. The gathering was partly business, but mostly pleasure.

* * *

The Topeka Board of Trade started into active life January 2. This new exchange has ample quarters in the New England Building. It has 50 members, all grain men or millers. The Board was organized as a result of a meeting in Topeka early in December. The limit of 50 was quickly reached, the fee being \$100, and quarterly dues of \$10. Several new cash grain firms were established at this time, to provide additional facilities for the market.

Following are the officers: President, H. D. Yoder; vice-president, F. A. Derby; secretary, C. J. Myers; treasurer, David Page, Directors: E. J. Smiley, J. F. Baldwin, J. B. Nicholson, A. Fassler, David Bowie, D. O. Coe and Boyce Forbes.

* * *

"Country elevators hold much less wheat than at this time last year," said G. B. Flack of Salina, Kan., a visitor at the Board of Trade this week. "This is especially true of the farmers' elevators which were storing in 1916. I know of a few stations on the Union Pacific road that have 40 to 50 per cent, including farm reserves, but most stations report only 10 to 15 per cent."

* * *

The Geo. W. Helm Grain Company now has the coveted two office rooms on the 14th floor of the Corby-Forsee Building, St. Joseph, Mo., the only offices on the floor where the Grain Exchange room is situated. The company paid a premium of \$2,000 for the location, at auction.

* * *

W. M. Giles, for eight years manager for Logan & Bryan, has resigned to enter business for himself; he holds a membership in the Board of Trade. He will be succeeded by Joseph Smith, chief telegrapher for the company.

* * *

The Orthwein-Matchette Company has completed the reorganization of its headquarters at 1006 Baltimore Avenue and now has one of the most complete trading offices in Kansas City. Floor space has been doubled by opening a new trading room in the rear, which is thoroughly equipped. At Christmas, the company gave its employes a handsome recognition of their faithfulness. Between \$1,900 and \$2,000 was divided between the bookkeepers, telegraph operators and board markers in Kansas City and outside offices. The employes received checks representing from one to three weeks' salary.



THE big topic of interest to the Milwaukee grain men is that of a site for the new Chamber of Commerce. A large number of sites, some 50 or more, have been offered to the Building Committee, so that there will be no difficulty in getting room. There has been talk to the effect that the building would be placed on the west side, since the city is apparently growing in that direction by leaps and bounds. On the other hand, there are strong real estate interests operating and attempting to hold this important business block for the east side to add prestige and activity to the east side of the Milwaukee River which also can boast of some important building progress at this time.

President Krause makes the authoritative statement that nothing has been done as to a site yet. In fact he has been looking around the Chamber for some available material to fill out his Building Committee, there being two more memberships to be added to it. No official announcement has been made of these two appointments although the old members of the Committee are recognized as particularly capable and experienced in taking up this line of enterprise.

* * *

James A. Mander, a former president of the Chamber, and President Krause will be the official delegates of the Chamber to the annual meeting of the Chamber of Commerce of the United States at Washington early in February.

* * *

One of the most important topics before the grain men of the city has been the embargoes which have served to cut down trade here to a large extent. Secretary Plumb has estimated that the embargo of the Milwaukee road which prevented grain

shipments to the city robbed the Milwaukee commission men of at least 3,000,000 bushels of receipts in 1916. For several days grain receipts here were only 40 to 75 cars per day, whereas the regular run for the last of December should have been at least 200 cars per day and would have been that large but for the restrictions placed on shipments.

At the close of last month came the welcome news from the Milwaukee road officials that the embargo was off and that shipments could again come to the city. At the same time the Northwestern road offered to transfer shipments from their own tracks to the Milwaukee road tracks which meant that another obstacle in the way of Milwaukee grain trade had been removed. In addition President Aishton of the Northwestern road telegraphed that all embargoes are off of his lines and that shipments are accepted freely in every direction, except where hindered by embargoes by connecting lines, especially those leading to the East.

Secretary Plumb calls specific attention to the fact that Milwaukee has a very large grain consumption which takes care of large receipts even though it is difficult if not impossible to move grain to the East. The local elevator capacity together with the large local demand for grains is expected to keep the grain trade going for some time.

Some of the railroads to the East apparently accept shipments, but embargo orders come so fast, off again and on again, that shippers say it is very hard to undertake to say what the real situation is at any one time since there are so many rapid changes. The general feeling is, however, that the freight situation is fast improving.

* * *

Some of the shippers of Milwaukee are trying to avoid Chicago completely because of the fact that shipments are said to be tied up from three to seven days in Chicago alone. Some manufacturers have had to close for short periods because of the failure of raw materials to come at the proper time. Manufacturers have suffered some losses because of these freight delays, but generally speaking they have been more irritating than serious. In the grain business particularly has there been decided curtailment of business for several weeks.

* * *

George A. Schroeder, traffic expert of the Chamber, reports that the freight embargo in the East probably will not be raised for four months. He asserts that the shipments of grain to Milwaukee will to some extent be merely delayed by the embargo and that some of the receipts which have failed to come now, will reappear later when normal shipping conditions are more nearly restored.

* * *

E. J. Furlong, one of the most popular members of the Milwaukee Chamber and one of the old presidents of the local Chamber, reported that he had been taken into the firm of Paine, Webber & Co., Boston and New York, at the opening of the present year. Mr. Furlong has been connected with this firm for some 16 years and for a long time has been manager of the Milwaukee branch of the company.

* * *

In his annual report Secretary Plumb tells a remarkable story of the grain trade for the year. He stated that the approximate grain receipts for the year was some 9,000,000 bushels of wheat, 12,000,000 bushels of corn, 41,000,000 bushels of oats in round numbers, 23,000,000 bushels of barley and nearly 4,000,000 bushels of rye. These figures, compared to those of 1915, represented a gain of nearly 3,000,000 bushels of wheat, a loss of about 1,000,000 bushels of corn, a gain of nearly 13,000,000 bushels of oats, a gain of more than 6,000,000 bushels of barley and a slight gain in the receipts of rye. The total gain in receipts was from some 70,000,000 bushels in 1915 to nearly 90,000,000 bushels in 1916. These figures were cut down slightly when the embargo of the Milwaukee road reduced the trade for the last few days of the year.

The shipments for the year gained less than the receipts, there being a gain from 52,000,000 bushels in 1915 to 60,000,000 bushels in 1916. These figures

show therefore that out of the total receipts of 90,000,000 bushels, some 60,000,000 bushels were shipped out again, giving some inkling of the size of Milwaukee's annual grain consumption.

Wheat, barley and oats are growing in Milwaukee's annual receipts, the gain for the past year being about 50 per cent. The slight decrease in corn is considered only a temporary phase of grain trade, since neither of the last two crops of corn have been normal proportions.

The secretary also reported that the lake-rail service for the past year has been very unsatisfactory. The drop in the Milwaukee lake trade in flour alone was from nearly 2,250,000 barrels in 1915 to less than 1,200,000 bushels for 1916. This is a loss of more than 1,000,000 barrels in lake flour shipments and a decline of nearly 50 per cent in the total.

The Chamber of Commerce failed to hold its usual year-end frolic which has become one of the important play functions of the entire year, when grain men throw off their dignity and engage in all sorts of ridiculous affairs. This year, however, at the close of the year, the members determined to collect some \$400 or \$500 as a fund with which to make the families of tubercular people happy. The money that would have to be spent for such a show all went to charitable purposes. The fund was turned over to the Murdale Tuberculosis Sanitarium nurses and they fixed up holiday baskets of Christmas cheer which it is believed brought happiness to many families stricken with disease.

* * *

Among the members who have recently been added to the Milwaukee Chamber's roster are Peter W. Wolf, Richfield, Wis.; Charles Solberg, Minneapolis; and George Schellar, Milwaukee. The resignation of B. K. Miller as chairman of the Trustees of the Gratuity Fund has been accepted and Edwin S. Mack has been named as his successor.

* * *

Archie McFayden, who up to a year ago was the veteran doorkeeper of the Chamber of Commerce after nearly half a century of service, has just celebrated his 78th birthday. Mr. McFayden is always on the job about the Chamber, although he has been retired on full pay for his long and faithful service. The old watchman at the door has spent so many years at the old familiar place, greeting the old friends, that he is constrained to report for duty every day from sheer force of habit.

* * *

Great interest was manifest among Milwaukee grain men in the plan of the Updike Grain Company to give all its employees for the past year a bonus of 10 per cent of the annual wage, no matter how long they might have been in the service. About 125 employees were affected in the Milwaukee plant and the cost to the company in all was in the neighborhood of \$50,000. Some 500 or 600 employees in various cities were affected by the latest generosity of Mr. Updike.

* * *

One of the movements which has attracted considerable attention among grain men here was the telegram sent to President Wilson and several congressmen by the president of the Chamber of Commerce and six ex-presidents asking that the railroads of the country be given fair treatment so that the lamentable freight congestion which now hampers business everywhere, should not be repeated at any time in the future. The ex-presidents who signed the appeal to the President of the United States were: S. G. Courteen, W. P. Bishop, W. M. Bell, E. J. Furlong, P. P. Donahue and James A. Mander. The telegram states that one of the most important contributing causes to the tie-up in freight is that the railroad men have not had enough funds with which to buy motive power and equipment and that the whole nation will benefit if the railroads earn a fair rate on the capital and enough to provide for the future needs of the country as traffic grows larger and larger.

In commenting on this unusual move, Mr. Courteen said that nothing is likely to develop from this action but that he felt that Congress and the President should be apprised of the real situation

and what the sentiment of the business men generally demands. Mr. Courteen pointed to the fact that thousands of miles of railroads are in the hands of receivers while all the rest of the business of the country is prosperous. He referred especially to the fact that Milwaukee dealers in grain and seeds are unable to market their wares in January and February when the market is in its best condition and must wait until two or three months later, when prices may have gone down. He maintained that the embargoes have cost Milwaukee grain men hundreds of thousands of dollars which is a gross injustice. Mr. Courteen stated that railroads are earning much more gross than formerly but the increase is not very large in the net, so that the situation is not really helped.

* * *

The final report on Wisconsin crops reveals a good harvest for the state despite the adverse weather during the great heat wave. The latest December report showed that the corn crop finally reached 60,000,000 bushels in round numbers compared to 40,000,000 bushels approximately a year ago; that the oats output of the state was 81,000,000 bushels compared to 97,000,000 bushels a year ago; that the barley yield for 1916 was 18,000,000 bushels in round numbers compared with 19,000,000 bushels in the previous year; that rye yielded some 6,000,000 bushels compared to 7,000,000 bushels in the harvest of 1915. These figures show that barley and rye yields were just a little deficient while the yield of oats was cut down a little and the corn production was much larger and much better quality than a year ago.

* * *

The Chicago and Northwestern Railroad has arranged to build at Council Bluffs for Nelson Updike a duplicate of the large 1,500,000-bushel elevator at Milwaukee. The Northwestern Elevator here is under lease to Mr. Updike.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

NOTHING has been heard of the steamship *Maryland*, which sailed from this port, loaded with grain and other supplies, since Christmas Day, when it sent out a wireless signal message of distress. It is now believed that the vessel was lost at sea.

* * *

All records have been broken at this terminal in grain lines for the past 25 years, by the business of the year 1916, which showed wheat receipts of 42,903,186 bushels, and exports footing up 38,087,909 bushels, the largest in the entire history of the grain trade here.

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Charles Z. Weiss of Avon, Pa., an extensive dealer in grain, feed, flour and hay, has become a member of the Commercial Exchange.

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Emil P. Albrecht, secretary of the Bourse, who is a vice-president of the American Metric Association, is conducting a vigorous campaign to have the United States Government, in all of its departments, adopt the Decimal System of weights and measures.

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Laurel Duval of Washington, D. C., has opened a regular official headquarters in 578 Bourse, for the supervision of grain inspection, where appeals and adjustments of disputes will be one of the leading features.

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William P. Brazier, Jr., who has been associated with his father in the general grain business, for several years at 487 Bourse, having recently become of full age, has applied for membership to the Commercial Exchange.

* * *

The Chamber of Commerce which now has a membership of 5,000, and of late has become so unwieldy as to be divided into factions, holds its annual elec-

tion for officers and directors on January 18. It is having a stormy time between the "old guard" members and the younger progressive element, which bids to be a fight to the finish. Howard B. French, who is president now, talks of retiring on account of ill health. The Booster Club which is taking an active part in the campaign contends that there is not enough "punch" in the Association.

* * *

The Chicago commission firm of Ware & Leland has had a private wire installed in the wire room of the Produce Exchange for the purpose of transacting business between the two markets. The New York office is in charge of Sefton Tranter. Edward F. Leland has applied for membership in the Exchange.

* * *

C. Walton Andrus, an old and popular member of the local grain trade, has announced that his son, Carl F. Andrus, recently elected to membership in the Produce Exchange, has been admitted to partnership in the business, which will be conducted hereafter under the name of C. W. Andrus & Son.

* * *

Members of the local grain trade were much interested recently in an extract from the *Japan Times*, of Tokio, which said in part: "The failure of the American wheat crop has created a strong position in the Japanese market. Heretofore Japan has imported from the United States wheat and wheat flour to the value of 10,000,000 yen (\$5,000,000), but now the position is reversed and actual arrangements have been made with Japanese shippers for the export of 2,500 tons of South Manchurian wheat to the United States. It is also understood that contracts had been made for the export of 500 tons of Japanese wheat.

"This change in the situation has naturally created a boom in the Japanese wheat market, and at Kobe, which is now the principal wheat exporting port, prices of Japanese wheat have advanced considerably. There is still a quantity of South Manchurian wheat in the market, and, as the price is comparatively low, further business in this direction is looked for."

* * *

The Commercial Exchange has eliminated the old-time worn-out custom of closing the year, with a battle for supremacy on the grain floor after 'Change hours by a terrific flour, feed and grain sample throwing contest, which lasted for an hour or more and made the participants as well as the surroundings look like the aftermath effects of a regular blizzard. This year the sane idea was adopted, a noted band of musicians was engaged to entertain the membership with a concert from 11 a. m. to 2 p. m., rendering all the popular melodies, operatic and classical selections and national airs of all lands.

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Secretary John E. Poore has been re-elected to that position by the Grocers and Importers Exchange for the 16th consecutive year, and will continue to preside at the headquarters on the main floor of the Bourse.

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Tom Harris, the veteran gate man of the Maritime Exchange, after a serious operation at the Jefferson Hospital entailing months of slow recovering, is again at his post of duty.

* * *

The Produce Exchange gave its annual entertainment in the assembly room of the Bourse on the second floor, which was packed with the members and their friends on the afternoon of January 6. Singing, dancing, and a refreshing luncheon, with a congenial intermingling of wit and humor were the salient features of the affair. John S. Morris, president; Jacob F. Miller, vice-president; Samuel S. Daniels, secretary, and Edward Roberts, treasurer, were among the leading spirits.

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All of the new forms of grain certificates formulated by Chief Grain Inspector Foering, barring a few slight changes in phraseology, that were submitted to the United States Office of Grain Standardization have been adopted as officially correct.

The efforts of the grain and business men throughout the city to convince the United States Postal Committee, that the pneumatic mail tube system which has been in force here, and in other large cities, since its adoption by former Postmaster General John Wanamaker, should not be replaced by motor trucks, is more than likely to find favor in the Senate and House of Representatives from the latest advice. The Bourse, which is the home of a number of trade exchanges, has been using the pneumatic tube system at its branch post office in the basement and does a yearly business of \$6,000,000.



TRADE has been a little slow on the local 'Change for the past few days. The demand seems to have petered out and the movement has been light. There has been an extraordinary export demand at Baltimore, and if equipment for moving cars could be secured or the embargoes lifted there would be some rattling



JESSE W. YOUNG
President Toledo Produce Exchange.

good business, according to well posted local dealers. The soft weather of last week helped the transportation situation to some extent but bad weather following may result in a repetition of the tie-up of a couple of weeks ago.

A stream of Western cars have been passing through Toledo and today over the New York Central lines, empties headed for the West in compliance with the recent order of the Commission that all Western cars must be immediately returned to their owners from the East. This order was made because of the tie-up of thousands of cars at the Eastern Seaboard, where they stand loaded, awaiting vessels to receive their commodities.

Local dealers are all restricted in their business operations because of the scarcity of cars. There is a good demand for Toledo wheat and mills throughout this section are all active, producing more flour than ever in their history. One of the most prominent members of the Produce Exchange is responsible for the statement that the export demand would take every bushel of available wheat from this market if transportation facilities would warrant. The demand for wheat is steadily increasing and there is a good call for corn and oats as well.

* * *

Death has twice visited the home of Archibald Gassaway, secretary of the Produce Exchange, within the past few weeks and taken first, the aged mother and next the only son. Thomas Richfield Gassaway was but 29 years of age when he died

at Toledo Hospital of pneumonia, and had wrested from the world a considerable degree of success before being forced to retire from active business three years ago on account of health conditions. Mr. and Mrs. Gassaway still have a daughter who is a kindergarten teacher in the city schools. Mr. Gassaway has many friends among grain dealers throughout the country who will deeply sympathize with him in his misfortune.

* * *

The first annual meeting of the stockholders of the Deshler Farmers' Elevator Company was held at Deshler, Tuesday, for the election of seven trustees to serve for the ensuing year. Those chosen were: S. E. Bayer, F. H. Schweibert, L. B. Feehan, A. E. Roise, John Ross, H. F. Schwable and W. C. Eisaman.

* * *

"Big Chief" Culver is busy these days testing the grain which has been coming in in fine shape recently from farmers who have been holding their grain and who sold on the last advance. He reports qualities good. Corn is grading on an average No. 3 and No. 4 yellow. Ohio and Michigan wheat is grading No. 2 red.

* * *

The Interstate Commerce Commission will hold a session in the Federal Building in Toledo this week, taking up the rate situation. The general order made two years ago in August has now expired and F. O. Paddock of the Produce Exchange and H. C. Wilson, traffic commissioner of the Commerce Club, will appear before the Commission and ask for a grant of 78 per cent of the Chicago rate on all freight business via Toledo.

* * *

The state meeting of the Farmers' Grain Dealers' Association of Ohio will be held at the Boody House, Toledo, late in February. Efforts will be made to bring all local societies of farmers' co-operative companies into the state body and to assist in the formation of new companies. There are now 75 local societies of farmers, of which nearly half are affiliated with the state body. There are approximately 13,000 stockholders. The local bodies are scattered throughout 30 counties. The local organizations are said to have proven profitable to the farmers and aided in marketing grains. The state organization was formed at a meeting last year and the 1917 meeting, it is expected, will exceed in interest and importance the meeting of a year ago.

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William Cummings and John Luscombe, members of the Toledo Produce Exchange, were in Indianapolis last week attending the annual convention of the Indiana Grain Dealers' Association.

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Finley Barrell & Co. has transferred their grain business here to A. O. Slaughter & Co., and this marks the passing of the oldest private wire house on the Toledo Produce Exchange. This was for years the only private wire between the Toledo Exchange and the Chicago Board of Trade.

* * *

The Seneca County Agricultural Society was organized for the year at Tiffin, Ohio, last week, the following officers being elected: President, Silas W. Rohrer; vice-president, W. E. Fingerhuth; secretary, Morgan E. Ink; assistant secretary, J. D. Watson; treasurer, F. R. Mann; speed secretary, W. H. Heller; marshal, Fred Weisheit; supt. of grounds, S. W. Rohrer; Executive Committee, R. G. Shannon, F. J. Glenn and Ira Davidson.

* * *

A. P. Sandles has proven that it isn't really necessary to have sons to follow in your footsteps and carry on your business when you are old and decrepit if you have daughters. "The girls can hold their own with the boys in this day and age of the world," says "Put," all of which grows out of the fact that Mr. Sandles' young daughters, aged 13 and 11 respectively, earned their own Christmas spending money by selling corn cobs. The corn cobs are given away by the Ottawa Grain & Milling Company, at Ottawa, the home of the Sandles', and the girls see to their delivery, re-

ceiving 35 and 50 cents a load according to size. Martha Sandles, the eldest of the girls, two years ago, raised popcorn on her father's farm near Ottawa, plowing, harrowing, sowing the seed and cultivating the corn without assistance.

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The Imperial Grain & Milling Company held its annual meeting and re-elected W. E. Savage president and Edward A. Nettleton secretary.

* * *

Monday afternoon, January 8, a meeting was held at which officers and directors of the Toledo Produce Exchange were selected for the coming year.

Jesse W. Young, president of the Young Grain Company, is the new president of the Exchange, succeeding C. S. Coup. The first vice-president is Harry DeVore. Other officers are: Second vice-president, Frank W. Annin; secretary, Archibald Gassaway; treasurer, Fred Mayer of J. F. Zahm & Co.; Directors, C. S. Coup, F. O. Paddock, Frank I. King, David Anderson, Ezra L. Southworth, H. Wallace Applegate, Frank E. Moorman, Richard S. Sheldon and Raymond P. Lipe.

* * *

The year of 1916 was one of the biggest in the history of the local Produce Exchange. Receipts of wheat were below those of 1915, but trading on the floor was on a large scale. Toledo flour mills produced more flour than ever before in the history of the trade and prices were the highest ever recorded.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

SEVERAL days were spent on the Produce Exchange recently by B. W. Snow, the well known crop expert associated with the Chicago firm of Bartlett, Frazier Company. He was cordially welcomed by his many friends in the grain trade, who have not seen him for a number of years, although they have heard much from him. Of course, he was frequently asked to give his opinion on the market situation and the outlook for the new crop. What Mr. Snow had to say to the representative of the "American Grain Trade" may be briefly summarized as follows:

The cash situation now has a more important bearing than usual on the wheat market's action, less attention being paid to crop news and other customary items. In my opinion the report as to wheat held on the farms on January 1 will show the smallest total so held in modern times; both as to actual quantities and percentages. This may be attributed to the fact that the early movement of the crop was of unusually heavy volume, partly because of the attractive prices. Moreover the weather was as fine as could be desired for harvesting and threshing, as well as for conditioning of corn. The movement was particularly rapid in the Southwest where shipments were well under way before the freight car shortage became a serious matter. Oklahoma dealers had plenty of cars for their big surplus, while in Kansas there was little trouble. The scarcity of cars became more marked when the Nebraska crop started, and as a result more wheat was left on the farms in that state. For the same reason the movement of corn has been restricted.

So far as the new winter wheat crop is concerned, I am convinced that the large acreage figures of the Department of Agriculture are warranted. It is well to remember, however, that much of the seeding was late, partly to avoid Hessian Fly, but largely on account of the inadequate moisture and the consequent difficulty of preparing a good seed-bed. On the whole, the crop went in under rather bad conditions, but as the fall season was long the plant developed a fair amount of vitality, although it went into winter quarters smaller than normally, and while it is not especially good it is by no means poor. One important matter must, however, be borne in mind. The Hessian Fly pest is wide-spread and may easily become a dangerous element as it was last year, when it probably reduced the Kansas yield fully 30,000,000 bushels. If the plant is to develop a serious fly attack next summer there must be an abundant supply of moisture during May and June in the Southwest, and notably in Kansas. If the weather is dry when

the fly begins its campaign the rapidity of the crop's deterioration will be astonishing.

The plant has received a good snow-blanket to protect it from extremely cold weather during the hibernating period. The extremely light spring wheat crop of 1916 may prove to be somewhat of a benefit this year. In short, an enormous acreage was never threshed, which gave an unusual opportunity for early fall plowing. As a consequence, a much larger area than usual will be ready for seeding in the spring. Because the plowing has been nearly all done a large area can be seeded without delay even if spring conditions are unfavorable.

* * *

With shocking suddenness pneumonia has recently ended the careers of two of the oldest and most popular members of the Produce Exchange. Samuel S. Cramer, aged 66 years, a member of the old firm of Theodore P. Huffman & Co., was the first to go. Mr. Cramer was on the Exchange floor and apparently in good health just before Christmas, but during the holiday week his friends received the sad news of his death. Thomas E. Stanley, aged 56 years, one of the oldest and best-liked men in the flour trade, recently engaged in business in Boston as agent for Western mills, came to New York toward the end of the year, intending to visit his relatives in Paterson, N. J. He was on the Exchange floor on the last business day of the year, receiving a cordial welcome from his many old friends and associates. A few days later they were shocked to hear of his death.

* * *

James Carruthers, head of the big grain firm of James Carruthers & Co., Ltd., Montreal, Winnipeg, and New York, came to New York to spend part of the holiday season and was heartily welcomed by his many friends in the grain trade.

* * *

Thomas G. Readdy, who has been a member of the New York grain trade for many years, recently acting as representative for Finley Barrell & Co. of Chicago, will act in the same capacity in the future for E. Lowitz & Co. of Chicago. Mr. Barrell, who has gone out of the grain business, has resigned his membership in the Produce Exchange. The private wire heretofore operated between New York and Chicago by the Barrell firm will be taken over by E. Lowitz & Co. Elick Lowitz of that firm has applied for membership in the Exchange. Mr. Readdy got his start in the grain business as a boy with the old firm of H. B. Hebert & Co. The late Henry B. Hebert, head of that firm, was then one of the leading grain brokers in the country. He was once president of the Exchange, but attained special prominence as one of the first advocates of the enlarged Erie Canal. His name will go down in history as one of the pioneer workers in the construction of the great Barge Canal.

* * *

At the annual election of the Duluth Board of Trade Clearing House Association, Thomas Gibson was elected president and W. J. McCabe, vice-president. Other directors are G. G. Barnum, J. F. McCarthy, S. H. Jones, G. H. Spencer and H. S. Newell. Parker Paine was reappointed manager and secretary-treasurer and W. C. Johnson, assistant manager and assistant secretary-treasurer.

* * *

Charles A. Robinson, for many years prominent in the grain trade and now head of the firm of Robinson & Sweet, entertained many of his friends in the grain trade at a most enjoyable function late last month. To celebrate the 25th anniversary of their marriage Mr. and Mrs. Robinson tendered a dinner and dance at the Ritz-Carlton Hotel to about 175 of their friends. J. Ward Warner, ex-president of the Produce Exchange, in behalf of the guests, made an address of congratulation in his customary dry, humorous style. Among other Exchange members present were: Ex-President E. G. Burgess, Wm. Knight, Wm. J. Brainard, Wm. C. Mott, H. B. Day, H. P. Mulhall, Wm. M. McCord, Robert G. Brandt, W. L. Sweet, Jr., Stephen J. Hill, Jr., Walter Moore, A. C. Fetterolf, L. W. Forbell, T. Harry Story, George H. Gray, R. L. Sweet, and Arnold Robinson. Mr. Robinson has been popular in grain circles for many years and as a token of their esteem his friends presented him with a hand-

some solid silver fruit dish, suitably engraved, together with a handsomely embossed book, containing the autographs of the donors.

* * *

Moses Cohen, at one time a member of the grain trade on 'Change, but now head of the Canada-Atlantic Grain Company of Winnipeg, came East for the holidays and spent a few days with his old friends and associates.

* * *

George W. Blanchard, the genial president of the North American Grain Company, who is well known in grain circles both in this country and in Canada, dressed in full regalia, acted as Santa Claus for nearly 2,000 poor children of lower New York at the annual Year-End Entertainment on the Produce Exchange. In keeping with the custom established 11 years ago, the big trading floor of the Exchange was thrown open to the little guests at the close of business on the last day of the year. Among the visitors were over 150 little cripples, and all hands thoroughly enjoyed the music of Franko's big band, the performances of the trained ponies and dogs, the tricks of the acrobats and wire-walkers, and the antics of the clowns. Their pleasure was made complete at the end of the show when each child was presented with a big package containing a varied assortment of gifts.

* * *

Alfred D. Martin, a member of the Chicago firm of Bartlett, Frazier Company, was among the year-end visitors among local grain men. They gave him a royal reception, well remembering the days when he was active here as representative of the firm of which he is now a member.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

JUST as was predicted several weeks ago, a movement of Canadian grain to the elevators here has started in. All the storage capacity at the Canadian head of the lakes is now practically all plugged, and it has therefore become necessary for grain men at Winnipeg to seek accommodation down here. The initial shipments under the new routing were made last week, and in well informed quarters a steady flow is predicted during the next two months. It has developed that on two of the Canadian Northern's branch lines in the West, only a small proportion of last fall's crop has yet been moved. It being estimated that on the Prince Albert branch 3,000,000 bushels of wheat in addition to oats must be shipped before warm weather sets in in the spring, or much of it will be seriously damaged, as the grain is lying out without proper protection.

It is reported that arrangements have been made to ship out this grain at the rate of about 200 cars a day. To take care of the business, the Globe Elevator and Consolidated Elevator Companies here have bonded portions of their plants and expect to employ considerable working forces during the winter months. This new slant of trade will prove a bonanza to the elevators here between now and the opening of navigation. They have at present slightly under 9,600,000 bushels of all grains in store leaving approximately 20,000,000 bushels space available.

Domestic grain shipments this way during the winter promise to be light, as it is figured out that very little wheat beyond seed requirements remains in western Minnesota and North Dakota to be marketed.

* * *

The 1,750,000-bushel addition to the Capitol Elevator Company's plant went into operation last week with the receipt of some shipments of wheat. With its present 3,500,000-bushel storage capacity that company is preparing to push for business more vigorously during the new crop year. In the past its management has been compelled to hold down operations on account of lack of ele-

vator facilities, and it was found necessary at most times to push shipments from its elevator in order to avoid congestion. The company's plant now ranks as one of the most modern at the Head of the Lakes, being entirely fireproof, and its working house enabling the rapid elevating and shipping of grain.

* * *

Much interest was taken by members of the Duluth Board of Trade in their recent caucus for the nomination of officers, directors and committees for the ensuing year. W. C. Mitchell, who has served out two terms as president, retired and M. L. Jenks, manager of the Itasca Elevator Company, who has been vice-president during the same period, was nominated for the vacancy. Benjamin Stockman, manager of the Duluth-Superior Milling Company, received the nomination for vice-president. The other nominations were as follows: Directors, H. S. Newell, J. H. Ball and H. F. Sal-yards; Board of Arbitration, G. G. Barnum, Sr., Watson S. Moore and William Grettum; Board of Appeals, Thomas Gibson, F. E. Lindahl and H. J. LaBree; Committee of Inspection, J. F. McCarthy, H. A. Starkey, A. M. Prime, C. F. Haley and M. M. McCabe.

It is expected that the whole slate will go through as nominated at the annual meeting to be held on January 16.

* * *

Sharp inquiry for oats, rye and barley was the feature in trading on the Duluth market during the last few days. In consequence of the possibility of making limited shipments all-rail that had been debarred for more than a month on account of the impossibility of obtaining cars the markets in coarse grains strengthened up materially. Last week No. 3 white oats sold up to 45 $\frac{3}{8}$ cents, the highest price on the crop, and comparing with 43 $\frac{3}{8}$ cents a year ago. No. 2 rye on the track sold up to \$1.42, as against 93 cents last year, and barley was also from 20 to 50 cents higher on a range of from 75c to \$1.18 a bushel.

* * *

W. C. Mitchell, of Randall, Gee & Mitchell, said that his house is receiving strong eastern inquiry for oats, with much of it thought to be from export quarters.

* * *

George E. Cathcart, once active and popular in the local grain market, but now head of George E. Cathcart & Co., Winnipeg, Man., came east for the holiday season and spent several days among his old friends and associates on the Exchange floor, where he received a warm welcome.

* * *

The membership of A. D. Guthrie on the Duluth Board of Trade has been transferred to W. P. Falk of C. C. Wyman & Co.

* * *

D. A. Willard, manager of the John Miller Grain Company here, left this week upon a four months' vacation, during which he will visit Honolulu, the Philippines, Shanghai, Hongkong and other points in China, and also Tokio and other cities in Japan. He planned to spend six weeks in Japan, studying the general trade conditions there.

* * *

At the last annual meeting of the Consolidated Elevator Company, held in New York, H. A. Starkey was elected president and G. H. Spencer vice-president and secretary.

* * *

A. W. Frick, late manager of the VanDusen-Harrington Company's Duluth office, left this week to spend the balance of the winter in California. It is intimated that Mr. Frick may re-enter the grain trade next spring.

* * *

R. M. White of the White Grain Company is optimistic regarding the general situation in coarse grains. Sales of oats for consumption at logging camps and in other quarters in this territory have been the heaviest in his experience, he said. The inquiry from the east is also heavy, the amount of trade that could be put through being limited

only by the inability of the railroads to move the tonnage. He reported that the hay market has been strong of late with the range of quotations standing at \$1 above their basis of a month ago. Generally speaking, from a supply standpoint, the position of the hay market may be described as bearish, he thinks, for the reason that yields in the Northwest were large last season and the outlet in the Southwest that had always been a factor previously, had been cut off through the heavy supplies down there. The consumption of the hay grown is therefore restricted to this territory. Mr. White is of the opinion though that the trade may be fooled in their calculations by the increased amount of hay being fed by farmers owing to the high prices of coarse grains.

* * *

Duluth grain men have been greatly interested in a report from Winnipeg to the effect that the Canadian Government is about to issue a prohibition against the blending of grains at the hospital elevators in the west, to become operative on January 31. It is claimed that, should such an order be promulgated, it will result in practically closing up 10 plants with a capital investment of over \$3,000,000 at Port Arthur and Fort William and would throw 350 men out of work. Grain operators up there are bringing pressure upon the Government to induce it to alter its reported decision. It is predicted in grain trade circles here that should the suggested prohibition against blending go into effect at the Canadian ports, it would lead to a rush of that wheat here, just as happened four years ago. At that time three Duluth companies put in special drying facilities, so that they are now in position to handle a large volume of that business should it materialize.

* * *

FIXING STANDARD GRADES FOR WHEAT

BY DR. J. W. T. DUVEL.*

It is anticipated that tentative standards for wheat and oats, based on investigations covering six crop years, will be announced within the next 30 days. Before these standards are to be finally fixed and promulgated it is the purpose of the Department to give opportunity, through public hearings, for a full and free discussion of the tentative standards. The law requires at least 90 days

be dry, reasonably dry, damp or wet. What these terms mean is subject to such wide diversity of opinion that it is deemed expedient in the new standards to provide a somewhat more definite description in the way of moisture limitations. I do not believe it will be necessary or expedient, however, to fix definite maximum limits of moisture for all of the grades, but merely such limitations that will cover wheat and oats of the lower grades.

From the table it will be seen that there is considerable variation in the moisture content of red winter wheat of different crops. The crop of 1911 showed that 67.1 per cent of the samples contained a water content of 12 per cent or less, the average for the crop being 11.5 per cent; while the wet year of 1915 showed only 2 per cent of the samples with a moisture content of 12 per cent or less—the average for the year being 15 per cent.

In all years combined we find a minimum of 8 per cent, a maximum of 19 per cent, and an average of 12.1 per cent. In all years combined we likewise find that 53.3 per cent of the samples of soft red winter wheat (exclusive of samples with garlic) contained a moisture content not to exceed 12 per cent and 75.4 per cent of the samples did not contain to exceed 13 per cent of moisture.

It would therefore seem entirely probable that in the fixing of standards on the basis of a moisture percentage, that such standards could be so adjusted as to eliminate the necessity of actual moisture tests in at least 50 per cent of the cars received at primary markets, in that the licensed inspectors can readily determine that the wheat is dry enough to come within the limit fixed.

MUST SUFFER FOR RAILROAD ERRORS

BY SYDNEY A. HALE.

Erroneous information given shippers by railroad agents can not be made the basis of a claim for reparation for misrouting in cases before the Interstate Commerce Commission if the recent decision in *Fifer Lumber Company vs. Great Northern Railway*. [42 I. C. C., 13] is to be followed as a precedent.

The basis of the complaint in that case was grounded upon shipments of lumber made from certain Washington and British Columbia points to Mowbray, N. D. The complainant was informed

		Moisture Content										
		Percentage of samples falling within following ranges										
		10.0	10.1	11.1	12.1	13.1	14.1	15.1	16.1	17.1		
		Min-	or	to	to	to	to	to	to	and	Max-	Aver-
		imum	below	11.0	12.0	13.0	14.0	15.0	16.0	17.0	imum	age
Crop	Per	Per	Per	Per	Per	Per	Per	Per	Per	Per	Per	Per
of	cent	cent	cent	cent	cent	cent	cent	cent	cent	cent	cent	cent
1911	8.0	12.6	22.5	32.0	21.8	8.6	1.2	0.8	0.4	0.1	18.5	11.5
1912	9.4	7.0	12.4	28.7	21.7	17.8	10.8	1.6	0.	0.	15.6	12.7
1913	7.8	11.7	20.7	27.8	25.4	11.7	1.7	0.7	0.	0.3	17.7	11.6
1914	8.7	9.1	19.7	27.2	29.2	11.6	2.5	0.5	0.	0.	15.5	11.8
1915	10.8	0.	0.8	1.2	2.4	13.3	36.6	34.9	7.2	3.6	19.0	15.0
1916	9.4	4.3	10.6	19.1	25.2	23.4	12.8	4.3	0.	0.	15.5	12.6
All years.	8.0	9.5	18.0	25.8	22.1	11.3	6.8	5.0	1.0	0.5	19.0	12.1

public notice after the grades are finally fixed and promulgated, before they can be made effective.

If the present plans can be carried out the handling of the 1917 crop of wheat and oats will therefore be on the basis of the new standards.

To give you some idea of the vast amount of data involved in the fixing of such standards on a just and equitable basis, I direct your attention to the accompanying table covering the moisture content of soft red winter wheat. Similar data have been collected for the other classes of wheats, but I use here only data covering the red winter wheat.

The grade rules that are in use at present in the various markets provide for wheat that it shall

that the destination was without railroad connections and that Hannah, N. D., was the nearest railroad point. Upon arrival there, complainant learned that Mowbray, N. D. was adjacent to Mowbray, Man., and connected with the latter point by a spur track. The shipments were rebilled to Wales, N. D., a point nearer the real destination than Hannah. Certain of the shipments were drayed from Wales to Mowbray, while the others were shipped by rail from Wales.

The case turned upon the claim that had the complainant been correctly advised, it could have secured transportation direct to Mowbray at the direct rates. The Commission holds, however, that the question is controlled by the decision in the Poor Grain Company case.

Conceding that the present case differs in details, the Commission declares the underlying principle to be the same and denies relief.

*From an address delivered before the Delaware Corn Growers' Association, Dover, Del., on January 1, 1917.



SOUTHERN AND SOUTHWESTERN

J. M. Shepard's elevator at Aline, Okla., has been purchased by J. W. Grimm.

A grain warehouse is to be erected at Gulfport, Miss., by the John E. Koenrer Company.

A new office and elevator is to be built at Cheyenne, Okla., by the Clinton Grain Company.

Frank M. Nelson now controls the elevator of the Chalfant-Nelson Company at Hobart, Okla.

A new brick office has been built to the plant of the Easton Grain Company at San Angelo, Texas.

The elevator of H. B. Campbell at Welch, Okla., has been equipped with a 40-horse power gas engine.

A sheller, and grist and chop mill has been installed by the Rogers Grain Company of Rogers, Texas.

The Fargo Farmers' Elevator & Supply Company was recently formed at Fargo, Okla., capitalized at \$10,000.

John Henderson has become a partner in the grain, feed and flour brokerage, E. B. Quinby at Tampa, Fla.

O. W. Reeg, M. A. Reeg and H. E. Reeg have incorporated the O. W. Reeg Grain Company at Carmen, Okla.

The capital stock of the Blanchard Grain & Gin Company of Blanchard, Okla., has been decreased from \$25,000 to \$6,000.

The Hollis Mill & Grain Company was organized at Hollis, Okla., by J. W. Butler, E. N. Dial and T. Tyler. Capital stock, \$10,000.

The Brownwood Mill & Elevator Company of Brownwood, Texas, has been granted a certificate of dissolution as a corporation.

The plant of the Miller-Clark Grain Company at Fairmont, W. Va., has been purchased by the Fairmont Grain & Milling Company.

Part interest in the grain business of J. Andrew Cain at Versailles, Ky., has been sold to Gentry McCauley. They will operate as McCauley & Co.

A new Richardson Automatic Scale of 1,000-bushel capacity has been installed in the plant of the Guthrie Mill & Elevator Company at Hillsdale, Okla.

Rumors have spread stating that a movement has been started at Fort Worth, Texas, providing for the establishment of a 1,000,000-bushel elevator there.

A site has been purchased at Ralls, Texas, by the Townsend Grain & Elevator Company upon which it will build a new grain elevator of 17,000 bushels' capacity.

John Fox, R. I. Fox, Sallie Fox, Dolly Brown Fox and Pitts Fox have formed the Obion Mill & Elevator Company of Obion County, Tenn., capitalized at \$40,000.

The grain and feed business of G. D. Oliver & Co., at McMinnville, Tenn., has been purchased by the T. L. Lants Grain Company, consisting of T. L. Lants and A. H. Carney.

The contract has been awarded by the Hunt Grain Company of Wichita Falls, Texas, for the erection of an additional elevator which will have a capacity of 220,000 bushels.

A grain handling plant and a feed and hay warehouse is to be erected at Dallas, Texas, by the Lawther Grain Company. The cost of the plant will amount to about \$25,000.

The Alliance Milling Company of Denton, Texas, has made arrangements to build a grain elevator of fireproof construction and with a capacity of 200,000 bushels, later in the year.

Incorporation papers have been filed for the W. T. Wilson Grain Company at Nacogdoches, Texas. The company was organized by Eugene H. Blount, F. R. Penman and Thomas E. Baker and is capitalized at \$15,000.

Rector-Barham-Taylor Company was organized at Bluefield, W. Va., to deal in grain and feed. The concern is capitalized at \$10,000. Owen A. Rector, Henry L. Burham, Richard L. Pike, Howard L. Robinson and Ivy L. Taylor are interested.

W. B. Fitzpatrick has been arrested on the charge of having sent Wilson & Son of Tulsa, Okla., a false bill of lading for 1,500 bushels of wheat, receiving \$1,400 on same last year. Mr. Fitzpatrick

was at one time operator of an elevator at Mounds, Okla., and disappeared last January.

Stockholders in the Celina Mill & Elevator Company, Celina, Texas, have dissolved the company and discontinued operations there. They will erect a new grain elevator at Sherman, Texas, and engage in the grain and elevator business. The concern is capitalized at \$160,000 and will operate as the Phoenix Elevator Company. G. B. R. Smith is president; B. F. Smith, general manager; D. B. Fielder and I. R. Bobbitt, vice-presidents; D. Waldo, secretary and J. E. Ousley, treasurer.

MISSOURI, KANSAS AND NEBRASKA

A new elevator is to be built at Wheeler, Kan.

At Ludell, Kan., a new elevator is to be built.

A new grain elevator is to be built at Eustins, Neb.

H. M. Knox will erect a grain elevator at Detroit, Kan.

J. K. Richardson will build a new grain elevator at Kiowa, Kan.

J. M. Rutt now owns the Bell Elevator situated at David City, Neb.

An elevator has been built at Paul, Neb., by the Farmers' Union.

C. F. Blauer now owns George McFarland's elevator at Oneida, Kan.

F. C. Krotter has practically completed his new elevator at Beverly, Neb.

The Farmers Union of Palco, Kan., has made plans to erect a grain elevator.

A new mill is being established at Chappell, Neb., by the Farmers Elevator Company.

The McFarland Elevator, located at Sabetha, Kan., has been purchased by Fred Blauer.

Reports state that a new elevator is to be built at Brownedale (mail to Miltonville), Kan.

The Claussen Elevator at Wilson, Kan., has been taken over by the J. B. Geiss Grain Company.

A new office is to be erected to the elevator plant of the Lindsborg Grain Company at Otis, Kan.

A new engine has been installed in the elevator of C. R. Kinkel located at Council Grove, Kan.

Numerous additions have been made to the plant of the Farmers Union Association of Nora, Neb.

Improvements are being made on the elevator of the Farmers Elevator Company at Buda, Neb.

A feed and flour warehouse is to be erected at Missler, Kan., by the Equity Exchange Company.

The Southwest Grain Company has completed its new elevator at Shady Station (Larned p. o.), Kan.

The Kansas Grain Company sold its elevator at Geneseo, Kan., to the recently organized Farmers' Union.

The capital stock of the T. B. Hord Grain Company of Central City, Neb., has been materially increased.

The elevator at North Loup, Neb., has been purchased by the Farmers Grain & Supply Company of Ord, Neb.

A Richardson Automatic Scale has been installed by the Farmers Co-operative Association at Winifred, Kan.

The Scudder Grain Company's plant at Doniphan, Neb., has been taken over by the Doniphan Grain Company.

Chas. Andress contemplates erecting an elevator of 30,000 bushels' capacity on his ranch near Great Bend, Kan.

A new elevator has been erected at Ruby (r. f. d. Milford), Neb., by the Farmers Co-operative Elevator Company.

The Farmers Elevator Company of Broadwater, Neb., has let the contract for its new elevator to be located there.

The Farmers Elevator Company of Morganville, Kan., has increased the capacity of its elevator about 10,000 bushels.

What was known as Potter's "First Elevator" located at Potter, Kan., has been torn down by Gus Pope and Ned Highfill who recently purchased the old building. In it was conducted the first grain

business of Potter and it was considered a landmark in that town.

The elevator of the Farmers Grain & Supply Company at Dannebrog, Neb., has been equipped with electric power.

The Corvin Feed & Grain Company of Wichita, Kan., will build a new plant costing between \$15,000 and \$20,000.

A Richardson Automatic Scale is to be installed in the elevator of the T. B. Hord Grain Company located at Humphrey, Neb.

E. Rhodes' elevator at Auburn, Neb., has been purchased by J. C. Bousfield who sold his elevator during the month of November.

The South Side Grain Elevator of the Updike Elevator Company at Omaha, Neb., has been purchased by George A. Roberts.

The elevator of I. N. Meyers at Friend, Neb., has been remodeled and automatic scales, motor, man-lift and direct spout installed.

The Farmers Union Co-operative Grain Association was recently granted a charter to operate at Springfield, Neb., capitalized at \$10,000. M. O. Christian is principal incorporator.

The capital stock of the Murray Grain & Hardware Company located at Iantha, Mo., is to be increased from \$25,000 to \$50,000.

Farmers around Boelus, Neb., are interested in the organization of an elevator company to either buy or build an elevator there.

The Lincoln Grain Company's elevator at Smartville Station (St. Mary p. o.), Neb., has been sold to the Wright-Leet Grain Company.

New machinery has been installed in the Dawson Grain Company's elevator at Linwood, Neb., and the plant has been generally overhauled.

The elevator of the Central Granaries Company at Garrison, Neb., has been repaired. Coal sheds are also being built by the company.

Mildred Robinson, E. C. Wyatt, and O. E. Robinson have chartered the Robinson Grain Company of Salina, Kan., capitalized at \$50,000.

Capitalized at \$25,000, the Farmers' Co-operative Association was organized at Hay Springs, Neb., to do a general grain and seed business.

The Turon Mill & Elevator Company of Turon, Kan., has disposed of its grain business to the Miller-Stevenson Grain Company of Hutchinson, Kan.

The Farmers' Elevator at Dighton, Kan., which burned not long ago, is to be rebuilt. A concrete warehouse and office are to be built immediately.

Geo. Ramsey, R. D. Misner and C. F. Howard have formed the Farmers' Union Elevator Company at Mingo, Kan. The capital stock amounts to \$15,000.

It is reported that a company is to be organized at Topeka, Kan., for the purpose of erecting a 250,000-bushel elevator there. E. J. Smiley is said to be interested.

John M. Anderson and Otto Eriksen are interested in the incorporation of the Irvington Mill & Elevator Company of Irvington, Neb. The company has a capital stock of \$20,000.

A farmers' co-operative elevator is to be constructed at Palmyra, Mo., in the near future. It is expected that a co-operative company will be incorporated, capitalized at \$20,000.

The capital stock of the Farmers Grain & Mercantile Company at Penabosa, Kan., has been increased from \$10,000 to \$15,000. The company has also purchased the Craig Elevator located there.

Announcement has been made by the Nye-Schneider-Fowler Company of Fremont, Neb., that its Elevator "B" which was burned during the month of December will be rebuilt in the spring.

The Farmers' Union Elevator Company was organized at Wayne, Neb., capitalized at \$25,000. The new concern has purchased the elevator formerly occupied by the Anchor Grain Company.

Farmers' Grain & Livestock Association of Cole-ridge, Neb., expects to build a 25,000-bushel annex to its plant and a new feed and flour house. A 15-horsepower engine and electric lights have been installed.

The Oshkosh Lumber Company's plant at Oshkosh, Neb., has been purchased by the Farmers Elevator Company. A new office and warehouse is

being built and numerous other improvements are being made.

Harry L. and George Barnum have entered into a partnership with their father to conduct the grain and coal business at Crawford, Neb. Hereafter the firm will operate as the Crawford Grain & Fuel Company, J. H. Barnum & Sons, proprietors.

G. W. Douglass, former manager of the Athol (Kan.) Co-operative Grain Company, and O. E. Rice have purchased from the co-operative concern their east elevator and are now transacting business under the firm name of the Douglass & Rice Grain Company.

IOWA

Farmers are organizing a farmers elevator company at Modale, Iowa.

E. Rothschild Grain Company expects to build an elevator at Loralh, Iowa.

Two grain elevators are to be put up at Guthrie Center, Iowa, next spring.

A new elevator is to be erected at Kiron, Iowa, by the farmers around there.

The T. J. Gynn Elevator at Norwich, Iowa, has been taken over by O. M. Dougherty.

Rumors say that farmers around Audubon, Iowa, expect to establish a new elevator there.

A new elevator is to be erected at Story City, Iowa, by A. A. Burke and his associates.

The Atkins Grain Company of Atkins, Iowa, has placed a shingle roof on its elevator plant.

A new addition is to be built to the plant of the Neola Elevator Company at Neola, Iowa.

Interest in the Dodd & Co. Elevator operated at Popejoy, Iowa, has been purchased by Mr. Christensen.

The Farmers' Elevator Company of Bode, Iowa, has plans under consideration for building a new elevator.

A 20,000-bushel cribbed elevator is to be built at Iowa Falls, Iowa, for the Farmers' Elevator Company.

Electric power and lights have been installed by the Beaman Elevator Company in its plant at Beaman, Iowa.

The elevator of the Farmers' Elevator Company, located at Blanchard, Iowa, has been equipped with a new motor.

J. W. Stanton has sold his elevator, located at Oneida, Iowa, to the Oneida Farmers' Shipping Association.

An elevator company is being organized at Cornell, Iowa, by the farmers in the surrounding neighborhood.

The T. H. French Company of Lytton, Iowa, has equipped its place with a 1,500-bushel type registering Richardson scale.

The Farmers Elevator Company of Kirkman, Iowa, has renovated its plant and is making improvements on its office.

The elevator of the Farmers Elevator Company at Woolstock, Iowa, has been equipped with a 10-horsepower electric motor.

B. Dugger of What Cheer, Iowa, has let the contract for the erection of a grain elevator with capacity for 12,000 bushels.

G. W. Harris has taken over the mill property at Alton, Iowa, and will operate the elevator department of the establishment.

O. A. Talbott Company, dealers in grain and seed, located at Keokuk, Iowa, has increased its capital stock from \$100,000 to \$200,000.

The business of the Aurelia Lumber Company, located at Fonda, Iowa, has been taken over by the Farmers' Elevator Company of that place.

The G. H. Bunton Elevator at Hancock, Iowa, has been purchased by the Rothschild Grain Company, who will hereafter operate it.

Neill & Momyer of New Sharon, Iowa, has traded their elevator for the 640-acre farm of Henry B. McVeigh. McVeigh took possession of the elevator on January 1.

A new grain elevator of 4,000 bushels' capacity has been completed at Madden's Switch, between Tabor and Malvern, Iowa. W. G. Goy is the owner of the new establishment.

The Geo. W. Schroder Elevator at Remsen, Iowa, is to be operated in the future by the elevator company, Tierney & Ahmann. The new operators will conduct the plant in connection with their own elevator.

An addition, 12x22 feet, is being built to the elevator of the Farmers' Grain & Supply Company at Warsaw (r. f. d. Sewal), Iowa. The addition will be equipped with a six-roll mill for grinding cornmeal, graham flour and feed.

At Farragut, Iowa, the Farmers Elevator Company has been incorporated with Thos. Spear as president; H. J. Ross, vice-president; W. A. Clark,

secretary and C. D. Comstock, treasurer. The company is capitalized at \$15,000.

The grain business of Lamson Bros. & Co., at Davenport, Iowa, has been discontinued there and removed to another point.

CANADA

A new elevator has been opened up at Cowley, Canada.

At Raymond, Alta., S. B. Dudley will build a 35,000-bushel grain elevator.

The Hansen Grain Company, Ltd., has discontinued its business at Moose Jaw, Sask.

Mr. Farley has purchased the grain elevator located at Goodell, Iowa, from A. D. White.

The Stoddard Syndicate of Ft. William, Ont., has made plans to build a 1,000,000-bushel elevator, it is reported.

An addition is to be built to the elevator plant of the Farmers' Co-operative Elevator Company of Calgary, Alta.

Operations have been started in the hospital elevator of the Manitoba Grain Growers' Grain Company at Port Arthur.

A 300,000-bushel elevator of concrete construction is to be built at Lethbridge, Alta., for the Ellison Milling & Elevator Company, this year.

An overhead portable Richardson Automatic Grain Sacking Scale has been installed by the Mutual Elevator Company of Ft. William, Ont.

The Grain Growers' Company, Ltd., of Ottawa, Ont., has applied for permission to change its name to the United Grain Growers, Ltd., and to increase its capital stock to \$5,000,000.

MINNESOTA AND WISCONSIN

The elevator of the Pacific Elevator Company at Gaylord, Minn., is to be rebuilt.

H. B. Bornemann has organized the Hallock Grain & Supply Company of Hallock, Minn.

F. C. Rector has sold his elevator located at Deer Creek, Minn., to his brother, S. M. Rector.

An addition is to be built to the elevator of the Tyler Grain Company located at Tyler, Minn.

A coal shed is being built to the plant of the Farmers' Elevator Company at Marshall, Minn.

A new grain cleaning elevator is being built at New Prague, Minn., by the New Prague Flouring Mill Company.

The St. Anthony elevator and coal shed at Russia (r. f. d. Crookston), Minn., has been purchased by W. B. Sheffield.

The Flood & Hildebrand Elevator at Eden, Wis., has been purchased by Edw. and Nicholas Brauns. Possession was given on January 1.

The American Milling Company of Superior, Wis., has sold its 150,000-bushel elevator and other property to Spencer, Kellogg & Sons.

The Updike Grain Company of Omaha, Neb., has completed arrangements for the erection of a modern grain elevator at Milwaukee, Wis.

The Lake Wilson Co-operative Elevator Association of Lake Wilson, Minn., has built a 26x40 foot warehouse and installed new machinery.

The 500,000-bushel elevator of the Milwaukee-Western Malt Company of Milwaukee, Wis., is to be rebuilt. It burned with loss of \$190,000.

A new 8,000-bushel elevator is to be built at Echo, Minn., for the farmers in the vicinity. The new plant will replace the one which was burned.

A co-operative elevator and mill company is being formed at Warren, Minn., to take over the property occupied by the Warren Milling Company.

Plans are being considered by the farmers around Pratt, Minn., regarding the advisability of organizing and conducting a farmers' co-operative elevator company.

New equipment has been installed by J. C. Martin & Co., at Mineral Point, Wis. A 1,000-pound mixer, sack elevator and grain elevator and two electric motors have been installed.

The Woodworth Elevator and cereal mill at Minneapolis, Minn., has been purchased by the Viehman Grain Company. Equipment is to be installed for grinding screenings.

The Equity Society of Amery, Wis., has purchased the elevator and feedstore of the Osceola Mill & Elevator Company there. The new owners are enlarging and improving the offices.

Reports state that the Cargill Grain Company of Minneapolis, Minn., contemplates disposing of its country elevator holdings in the state of Wisconsin with the exception of Elevator "C" in Green Bay.

A very noteworthy achievement was accomplished recently by the Burrell Engineering & Construction Company of Chicago, in the process of erecting a new 200,000-bushel elevator at Green Bay, Wis. The foundation for the elevator was laid in zero weather with no anti-freezing compound placed in the concrete mixture, and in addition the work was done in record time.

Plans are under consideration for rebuilding the mill and elevator at Millersville, near Sheboygan, Wis., which was burned some time ago. Several citizens of that town have given support to Fred and Arvin Sprenger for the rebuilding of same.

Leonard Garding has purchased the Cargill Elevator and coal sheds at Paynesville, Minn. The firm name will be the Leonard Garding Grain & Fuel Company. Mr. Garding has for the past six years been in charge of the Lang Elevator at Northtown.

The Banner Grain Company of Minneapolis, Minn., has completed its elevator. The plant is of cribbed construction with capacity for 75,000 bushels. The Burrell Engineering & Construction Company of Chicago, Ill., had charge of the construction work.

Articles of incorporation were filed for the Manchester Live Stock & Grain Association, to operate at Manchester, Minn. The company will conduct a grain elevator business and is capitalized with stock of \$10,000. Ole M. Olson is president; H. P. Larson, vice-president; Jens O. Jordahl, secretary; A. O. Moen, treasurer.

Plans are under way by the Cargill Elevator Company of Minneapolis, Minn., to increase the capacity of its "T" elevator to 1,800,000 bushels. Twenty additional concrete tanks are to be built. Construction work is to be started in the spring. Meanwhile the company is overhauling its warehouse and installing new machinery.

ILLINOIS

At Danville, Ill., a new farmers elevator company is being organized.

An addition has been erected to the elevator plant of John Koehn of Hayes, Ill.

Phil M. Essenpreis has made arrangements to build an elevator at Pierron, Ill.

The new elevator of the Turner-Hudnut Company at Lacon, Ill., has been completed.

A farmers elevator company has been organized at State Road (Mayview p. o.), Ill.

A new office has been built to the elevator of the Farmers Grain Company at La Hogue, Ill.

The Missal Farmer's Grain Company of Missal, Ill., is improving its elevator plant located there.

A kerosene engine has been installed in the plant of the Farmers' Elevator Company at Secor, Ill.

New scales have been installed by Wrigley & Walters who occupy new headquarters at Toulon, Ill.

The Anchor Farmers' Elevator Company of Anchor, Ill., has amended its charter, enlarging its object.

The elevator of the Farmers' Elevator Company, situated at Padua, Ill., is being covered with galvanized tin.

An electric motor has been installed in the elevator of the Zorn Elevator Company located at Ogden, Ill.

The Abingdon Grain Company of Abingdon, Ill., has planned to remodel its elevator and install new machinery.

A new 1,500-bushel Richardson scale has been installed in the elevator plant of Henry Sands at Swan Creek, Ill.

F. C. Sharp & Son of Warsaw, Ill., are succeeded in the grain elevator business by Shirley Sharp and Geo. Schlenk.

The interest of L. E. Corham in the grain business at Geneseo, Ill., has been taken over by D. E. Somer, his former partner.

Harry White's interest in the grain and coal firm of White & Kellogg at Cambridge, Ill., has been sold to A. E. Arthens.

Arthur and Robert Dippoid have purchased the business of the Dippoid Bros. Grain & Elevator Company at Edwardsville, Ill.

Electric motors have been installed in the plant of Pill & Co., operators of the Baker Elevator located at St. Francisville, Ill.

The new elevator at Kruger, near Lincoln, Ill., has been completed. The plant is to be operated by the Farmers' Grain Company.

The Farmers' Elevator Company recently organized at Melvin, Ill., has made arrangements for constructing a new elevator plant there.

Clarence Wilson contemplates building a new grain elevator plant at Mackinaw, Ill. He has leased a site there on which he will build.

L. N. Bowman has equipped his plant, located at Alworth Station (Winnebago p. o.), Ill., with a 5-ton wagon scale and a 10-horsepower kerosene engine.

Work has been started on the erection of a new elevator for Risser & Rollins at Paxton, Ill., to take the place of the one which was destroyed by fire last month.

H. F. Bartling's elevator at Matteson, Ill., has been purchased by McKenna Y. Rodgers. It will be known hereafter as McKeuna & Rodgers Eleva-

tor "A." The plant is modern, equipped with up-to-date machinery and is of 75,000 bushels' capacity.

The additions to the elevators of the Mt. Auburn & Osbornville Grain Company located at Mt. Auburn and Osbornville (r. f. d. Blue Mound), Ill., have been completed.

H. J. Ruckrigel has announced that he will build a modern grain elevator at Ottawa, Ill., next spring. The new plant will be located near the one which burned about a year ago.

A private telephone line has been installed between Pawnee and Taylorville, Ill., by the Twist Bros., who own and operate a chain of elevators throughout central Illinois.

EASTERN

H. K. Brainard is succeeded in his grain business at Thompsonville, Conn., by G. S. Phelps & Co.

A new elevator costing about \$7,500 is to be built at Fall River, Mass., by John Enwright & Sons.

The Paramount Flour & Grain Company filed incorporation papers at Boston, Mass., capitalized at \$25,000.

Work has been completed on the new elevator at John W. Eshelman's warehouse, located at Philadelphia, Pa.

An 8,000-bushel tank for storing wheat has been built to the warehouse of the Skehan Grain Company at Lima, N. Y.

The Farmers' Exchange organized recently at Buckeystown, Md., has completed arrangements for the erection of a 10,000-bushel elevator there.

The business of the C. V. Elevator at Scotland, Pa., is now under the charge of C. M. Hurst who owns the Potomac Avenue Elevator at Hagerstown, Md.

Rumors have been started reporting that a 1,000,000-bushel elevator is to be built at Curtis Bay (p. o. South Baltimore), Md., by the Curtis Bay Distilling Company.

E. A. Clark & Co. have been organized at Portland, Maine, to deal in grain and feed. The company is capitalized at \$50,000. Frank L. Clark is president-treasurer.

Articles of incorporation have been filed for the Mark & McDonald Company of Elsmere, Del., capitalized with stock of \$30,000. The firm will deal in grain, oats and flour.

Fred H. Olmsted, Horace D. Granger and Henry H. Hunt have organized the Farmers' Milling Company of South Windsor, Conn., which will deal in grain and flour. The company is capitalized at \$15,000.

WESTERN

At Uniontown, Wash., a new elevator has been built at a cost of about \$30,000.

W. E. Chapman is building a private elevator at Canyon, Wash.

A new elevator is to be established at Roy, Mont., by the Equity Society of that town.

At Teigen, Mont., the Western Lumber & Grain Company is building a small elevator.

Capitalized at \$50,000, the Anderson Grain Company was incorporated at Conrad, Mont.

W. C. Goebel will enlarge his elevator located at Wilsall, Mont., to 25,000 bushels' capacity.

The Holly Milling & Elevator Company of Holly, Colo., has installed a clipper cleaner for seed.

Work has been completed by the Western Lumber & Grain Company on its elevator at Winnett, Mont.

The elevator of the Farmers' Society at Hansen, Idaho, has been purchased by E. L. Webb of Vono, Colo.

The Farmers Elevator Company of Richey, Mont., has under course of construction a new grain elevator.

It is possible that the Farmers Grain Company and the Equity Union of Wray, Colo., will consolidate.

Reports state that the Rocky Mountain Elevator Company contemplates erecting a new plant at Valier, Mont.

A Richardson Scale has been installed in the new plant of the Equity Elevator Company of Wolf Point, Mont.

Work is under way for the construction of a grain elevator at Stevensville, Mont., by the May Mercantile Company. A. M. Thornburgh is manager.

Improvements are being made by the Balfour-Guthrie Company on their grain warehouse located at Portland, Ore.

W. I. Hazlett has under course of erection a new 20,000-bushel elevator and a 100-barrel mill at Sterling, Colo. The new plant will be 40x60 feet, three stories high.

The Boulder Milling & Elevator Company of Boulder, Colo., has completed arrangements for

the erection of a new elevator which will be of steel or concrete construction. C. W. Sowland is manager of the concern.

The O'Donnell Grain Company of Proctor, Colo., has erected a small grain elevator there.

The new elevator plant of the Farmers' Union Warehouse Company of Cottonwood, Idaho, has been completed.

Probably the farmers in the vicinity of Prescott, Wash., will build and conduct a grain elevator there on the co-operative plan.

M. L. Wolfe, J. W. Howitt and John Blue of Peyton, Colo., have organized the Farmers' Elevator Company, capitalized at \$20,000.

A Richardson Automatic Scale of 1,000 bushels' capacity has been installed in the plant of the Farr Produce Company of Greeley, Colo.

The elevator of the Treasure State Grain & Seed Company at Huntley, Mont., has been taken over by F. A. Cousins of Billings, Mont., who will operate it in the future.

OHIO AND MICHIGAN

Farmers have organized, at Atwater, Ohio, a new elevator company.

It is probable that a new elevator will be built at Dimondale, Mich.

X. Farrar and F. J. Wood contemplate erecting a grain elevator at Lilly Chapel, Ohio.

At Alpena, Mich., a new Farmers' Co-operative Elevator Association was organized.

Walter A. Brackel contemplates engaging in the grain and milling business at Detroit, Mich.

An elevator company is being organized at Antwerp, Ohio, for the farmers in that vicinity.

The bean picking plant of the Wallace Elevator Company at Port Austin, Mich., has been completed.

Three new motors have been installed by the Hab Grain Company in its elevator located at Sandusky, Mich.

A cracked corn grader has been installed in the plant of the Miami Valley Grain Company at Sidney, Ohio.

The capital stock of the Holmes Grain Company at Marlette, Mich., has been increased from \$24,000 to \$40,000.

It is probable that a co-operative company will be formed at Charlotte, Mich., which will build an elevator there.

The new elevator building of the Beaverton Co-operative Company, located at Beaverton, Mich., has been completed.

A grain elevator may be installed at Lancaster, Ohio, by J. Shaw, C. Shaw and Edward Turner if present plans materialize.

The grain elevator located at Florence Station (r. f. d. London), Ohio, has been taken over by Farrar & Watts of London.

A large addition, increasing the storage capacity to 375,000 bushels, has been built to the plant of F. W. Stock & Son of Hillsdale, Mich.

Thieves obtained \$365 when they entered the office of the National Feed Mill Company, operators of an elevator at Yellow Springs, Ohio.

J. H. Motz, W. E. Cook, L. L. Motz, C. M. Cook and F. A. Beery have formed the Motz-Cook Grain Company of Brice, Ohio, capitalized at \$30,000.

The Holmes Grain Company has completed a new bean and grain elevator of about 15,000 bushels' capacity at Gardendale Station (Akron p. o.), Mich.

INDIANA

The elevator located at Switz City, Ind., has been rebuilt.

Arthur Castleman expects to erect a new elevator at Knox, Ind.

The Camden (Ind.) Grain Company's safe was robbed recently.

J. L. Morgan of Lyons, Ind., is improving his elevator located there.

The elevator of Lasley & Son at Cayuga, Ind., has been disposed of by them.

Efforts are being made to organize a farmers elevator company in Woodburn, Ind.

A 30,000-bushel elevator has been completed by A. E. Betts & Son at Forest, Ind.

W. L. Holdaway is interested in the erection of a 20,000-bushel elevator at Oak, Ind.

Wm. Boyd's elevator at Greens Fork, Ind., is now in the possession of W. D. Harris & Co.

The elevator and feed exchange at Alert, Ind., has been taken over by Shields & Blish of Seymour.

J. F. Sim's interest in the elevator at Royal Center, Ind., has been purchased by Chas. A. Ashpaugh.

The Connell-Anderson Grain Company, operating at Milton, Ind., has petitioned for permission to

change its name to Anderson & Sons Grain Company.

A new feed grinder is to be installed by the Farmers' Elevator Company in its plant at Watah, Ind.

The Farmers' Elevator Company of Francesville, Ind., will remodel its elevator this spring and install a corn grinder.

A grain elevator has been built by Wm. G. Bond and Otto G. Feifeld near Morocco, Ind., on the Gifford Railroad.

A new Richardson Automatic Scale of 2,500 bushels' capacity has been installed by W. W. Evans & Son of Pence, Ind.

The new elevator at Lebanon, Ind., of the Lebanon Grain Company has been completed. Electric power has also been installed.

The Montmorenci Elevator Company of Montmorenci, Ind., expects to build a cob burner in connection with its new elevator.

H. E. Kinsey, N. Tombaugh and L. W. Royce have formed the Mutual Grain Company to operate at Roann, Ind., capitalized at \$30,000.

A 75-barrel mill has been added to the plant of the Farmers' Grain & Milling Company, successors to the Meade Grain Company of Union City, Ind.

For the purpose of dealing in grain, machinery, etc., the Gar Creek Equity Union Exchange was formed at Gar Creek, Ind., capitalized at \$20,000.

THE DAKOTAS

K. Driscoll has purchased the farmers' elevator located at Emery, S. D.

Capitalized at \$20,000, the Plaza Equity Elevator Company was formed at Plaza, N. D.

M. K. Hofer contemplates erecting a concrete elevator at Freeman, S. D., next spring.

A grain cleaner has been installed by the Woodworth Elevator Company at Park River, N. D.

Plans are under consideration for the erection of a farmers elevator at Crystal Springs, N. D.

Improvements are being made on the plant of the Farmers' Elevator Company of Hudson, S. D.

The Equity Elevator Company have equipped its plant at Dunn Center, N. D., with a new gas engine.

The Russell Elevator located at Stanton, N. D., has been leased by the Farmers Elevator Company.

Improvements have been made on the Farmers' Co-operative Association Elevator at Courtenay, N. D.

A 5,000-bushel frame warehouse is to be built at Sioux Falls, S. D., by the German Grain Company.

A new addition has been installed by the Farmers Elevator Company in their plant located at Letcher, S. D.

The Farmers Elevator Company of Michigan, N. D., has taken steps to reorganize as a co-operative concern.

The Morristown Equity Exchange of Morristown, S. D., has made improvements on its elevator costing about \$3,500.

The Farmers Elevator Company of Edinburg, N. D., has purchased the plant of the Imperial Elevator Company at that place.

P. A. Highum has awarded the contract for a 22,000-bushel elevator to be built at Grenora Station (Howard p. o.), N. D.

The elevator owned and operated at Edinburg, N. D., by the St. Anthony & Dakota Elevator Company has been opened up for business.

The Curlew Elevator & Lumber Company of New Leipzig, N. D., has disposed of its grain business to the Independent Elevator Company.

The Occident Elevator Company of Grenora Station (Howard p. o.), N. D., has let the contract for the erection of a 35,000-bushel elevator there.

The Regan & Lyness Elevator situated at Hamberg, N. D., has been disposed of to S. H. Scheer & Son. The plant has a capacity for 35,000 bushels.

A loading spout, a 7-horsepower kerosene engine and an automatic scale has been installed in the Farmers Elevator Company's plant at Wakonda, S. D.

A new elevator is to be built at Appam, N. D., a new town, for the Farmers' Elevator Company located there. K. C. Eslerby is president of the concern.

A co-operative association has been formed by farmers in the vicinity of Isabel, Dewey County, S. D., for the purpose of building and conducting a grain elevator at that place.

The Equity Co-operative Milling Association has been formed at Fargo, N. D., capitalized with stock of \$25,000. The company will engage in a general elevator and milling business.

A state charter has been granted the Starkweather Elevator Company of Starkweather, N. D., capitalized at \$25,000. The incorporators of the company are: Archie Currie, P. C. Gering, Nels Johnson, A. L. Freeborn, E. B. Hartman, Axel Nelson and John T. Frickstad.

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When properly handled it is a bigger money-maker for you than your regular business. The percentage of profit is unusually attractive. The investment is very nominal. Your volume of profit is limited only by your diligence, enterprise and push.

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and, in fact, on all our Horse, Hog, Dairy, Cattle and Poultry Feeds. We know from actual experience, if you have never handled feeds, especially our brands (the fastest and largest sellers in the world), you will be surprised and gratified at the handsome trade you can quickly build up and the extra good profits you will make.

Just drop us a wire, or write us, asking for full information and let us show you how you can increase your 1917 profits 'way beyond your most sanguine expectations. Do this—before turning another page—the big feed selling season is right now. Address,

The Quaker Oats Company,

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Gentlemen:

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It makes a fine hog feed. Dandy for cows and some farmers use it to good advantage as a horse feed.

As a feed for laying hens in the winter it cannot be beat as our customers who used it for such brought in the eggs by the basketful, and their praise of it as a hen feed has helped us to make many a sale.

Yours truly,

F. & T. Meyer & Co.
per J. T. Lancaster, Mgr.



FIRES-CASUALTIES

Huntsville, Mo.—The feed store owned by Mayo & Sons burned.

Carlinville, Ill.—The elevator of C. Fieker was destroyed by fire.

Oberon, N. D.—The Monarch Elevator here was consumed by fire.

Beulah, N. D.—Fire damaged the Powers Elevator located at this place.

Sedalia, Mo.—F. J. Kreisel's feed store was damaged by fire not long ago.

Towner, N. D.—The Imperial Elevator at this point burned with a total loss.

Jacksonville, Ill.—The Orleans Farmers Elevator here was damaged by fire recently.

New Orleans, La.—Bruno Bros. lost their feed and hay store located at this place by fire not long ago.

Marietta, Okla.—Rose & Thompson's feed business burned together with about 2,000 bales of hay.

Gaston, Ind.—The Powers and Kiplinger feed warehouse burned, with damages of \$6,000 on December 26.

North East, Pa.—The Crawford Bros.' hay and feed warehouse here burned recently with \$4,000 losses.

Punxsutawney, Pa.—J. B. Eberhart Company's feed storehouse burned with losses which amounted to \$6,000.

La Crosse, Kan.—The Krause Elevator's engine room was damaged by fire. The loss is covered by insurance.

Sheldon, Iowa.—The elevator of Chris Locker burst under the strain when filled with grain beyond its capacity.

Stratford, Texas.—The H. Altringer Elevator here was damaged by fire with \$500 losses on the elevator and \$4,000 on the stock.

Niagara Falls, N. Y.—The Niagara Falls Milling Company's grain storehouse was damaged by fire. Loss is estimated at \$1,500.

Ardoch, N. D.—The Eli-Salyard Elevator located here burned. It is thought that sparks from a passing engine caused the blaze.

Neppel, Wash.—Macdonald, Hale & Co.'s grain and produce warehouse at this point burned. The loss was covered by insurance.

Munson, Alta., Canada.—Fire damaged the elevator plant of the Farmers' Co-operative Company here. Loss amounted to \$30,000.

Columbus, Ohio.—The Buckeye Grain & Milling Company lost its elevator here by fire on December 15. Loss amounted to \$40,000.

Milroy, N. D.—On December 13, the elevator of the Imperial Elevator Company burned, together with 6,000 bushels grain and two cars.

Clay Center, Kan.—The grain elevator of the Snell Mill & Grain Company burned with loss of \$28,500 on stock, loss fully covered by insurance.

Karlstad, Minn.—The engine room of the elevator owned by the farmers was damaged by fire to the extent of \$200; loss was covered by insurance.

Seymour, Texas.—The elevator and warehouse located here was destroyed by fire with losses of \$30,000. Several cars of grain were also burned.

Monrovia, Kan.—John Best's grain elevator was destroyed by fire of unknown origin. The elevator contained a carload of corn which was also burned.

Sterling, Kan.—On December 29, Henry J. Arnold's International Mill & Elevator burned. The warehouse, office and grain tanks escaped being damaged.

Liberal, Kan.—Fire destroyed the Bolin-Hall Elevator located at this place. About 15,000 bushels of wheat were consumed. The loss amounted to \$38,000.

Grundy Center, Iowa.—The elevator of Greig & Stockdale, which has a capacity of 45,000 bushels, burned. The loss was partially covered by insurance.

Fleming, Colo.—The Farmers' Elevator Company's plant was destroyed by fire on January 8, with 18,000 bushels wheat. The loss was covered by the insurance.

Chariton, Iowa.—Fire damaged the feed store owned by Handler & Son on December 19. Loss amounted to \$7,000; insurance, \$5,000. The company will rebuild.

Vestaburg, Mich.—On December 21, the elevator plant of the Vestaburg Grain Company was burned, entailing losses of \$100,000. The cause of the fire is unknown. The office building and warehouse of

the plant were saved. It is reported that rebuilding of the establishment will be started immediately.

Hoisington, Kan.—Fire completely destroyed the Farmers' Elevator here. The building and 12,000 bushels of grain were consumed. The loss is covered by insurance.

Cardston, Alta., Canada.—On December 29, the old Pioneer Elevator located here was burned. The plant contained about 500 bushels of grain at the time of the fire.

Bellingham, Wash.—The hay and feed store of F. J. Farley was burned. Some one carelessly threw a lighted cigarette into a bale of hay, causing the disastrous fire.

Byers, Clay County, Texas.—The elevator and corn mill of W. H. Dowlen & Son burned with between \$12,000 and \$15,000 damages on January 2. The owners carried no insurance.

Crippen, mail Emmetsburg, Iowa.—Fire for a time threatened to destroy the elevator here. The blaze started in the engine room but was checked before any serious damage was done.

Frankfort, S. D.—The elevator of the Frankfort Mill & Elevator Company burned on December 30. The elevator contained \$11,000 worth of grain. Loss, \$17,000 with insurance of \$12,500.

Milwaukee, Wis.—Slight damages were done in the Milwaukee Chamber of Commerce Building by fire which broke out in the Inspection Department

on the second floor. Overheated pipes behind the radiator in the moisture testing room is thought to have caused the blaze.

Albert Lea, Minn.—While attempting to supply dressing to the conveyor belt which leads from the elevator to the mill, Louis Kipp, an employee, was caught, receiving serious and painful injuries.

Wood River, Neb.—The elevator owned by the Omaha Elevator Company was seriously damaged by fire on December 16. The elevator contained about 8,000 bushels wheat and the estimated loss is \$10,000.

Minden, Neb.—Quick work on the part of employees in the Farmers' Elevator here saved the plant from destruction by fire on December 20. The gas engine back fired and set fire to the gasoline line in the carburetor.

Plattsburgh, Neb.—The Duff Grain Company sustained the loss of its elevator by fire. It had been unoccupied for the past eight or nine years. The elevator had been operated for over 40 years previous to being shut down.

Fremont, Neb.—The Nye-Schneider-Fowler Grain Company sustained loss of its elevator plant by fire on December 19. The building contained about 300,000 bushels of corn and wheat. Loss amounted to \$500,000, fully covered by insurance.

Peterboro, Ont.—On December 11, the plant of the Quaker Oats Company, including numerous elevators, was burned. The fire was caused by an explosion in the boiler room. Several persons were killed and injured. The total loss amounted to \$2,000,000.

Baltimore, Md.—Fire threatened to destroy the Elevator "C" of the Baltimore & Ohio Railroad on December 31. The fire was confined, however, to the drying room and necessitated only a temporary shutdown of the plant. The elevator has a capacity of 1,300,000 bushels.

FIELD SEEDS

The Helms Seed Store of Janesville, Wis., has remodeled its establishment.

The Pure Seed Association of Kingsbury County, was formed at De Smet, S. D.

A large seed warehouse is to be put up at Greenspring, Ohio, by Oatman & Monfort.

A branch has been established at Eaton Rapids, Mich., by the Abrams Seed Company of Tekonsha.

Snell Bros. of Miles City, Mont., have equipped their establishment with a new seed cleaning outfit.

A new seed cleaner has been installed at Grand Junction, Colo., by the Grand Junction Seed Company.

The Idaho Seed Growers' Association held its annual seed show at Pocatello, Idaho, from January 8 to the 13th.

New store fixtures have been installed in the establishment of the Binding-Stevens Seed Company of Tulsa, Okla.

The establishment of C. C. Norton's Sons at Greenfield, Ohio, has been equipped with a new seed cleaning machine.

The Heiberg Elevator Company of Twin Valley, Minn., has arranged to engage in the wholesale seed business.

New fixtures have been installed in the store of C. E. Bash & Co., seed, hay and feed dealers at Huntington, Ind.

Operations have been started by the Rapier Grain & Seed Company in its new warehouse and elevator at Owensboro, Ky.

The Minneapolis Seed Company of Minneapolis, Minn., has taken out permit for the erection of a \$112,000 elevator.

New fixtures are being installed in the Lynn, Mass., branch of the J. J. H. Gregory Seed Company of Marblehead, Mass.

At Springfield, Ore., the Springfield Seed Company has installed a complete seed cleaning equipment, to handle clover seed.

The Lynchburg Seed Company of Lynchburg, Va., has moved into new quarters occupying about 12,000 square feet floor space.

The Nishna Valley Seed Farm, Shenandoah, Iowa, has been reorganized. Frank Tharp is secretary and treasurer of the concern.

J. W. Ratekin and others have incorporated the Jefferson-Ratekin Seed Company at Jefferson, Iowa. The company is capitalized at \$30,000.

The Executive Committee of the American Seed Trade Association will hold a meeting at New York

City, on January 30. Kirby B. White is president.

A seed testing department will be established by the Minneapolis and St. Louis Railroad for farmers in western Minnesota and South Dakota.

P. E. Brown has started in the seed, hay and grain business at Lewistown, Mont. For five years he has been with the Quinn-Shepherdson Company of Minneapolis.

A wholesale and retail seed business is to be conducted at Wichita, Kan., by the Wichita Nursery Company of which W. E. Schell is the Wichita City Commissioner. The company expects to engage in the wholesale business in Oklahoma and Kansas.

The new Wholesale Agricultural Seed Company opened up in Chicago, at 25 West Kinzie Street, is engaged in agricultural seeds and will make a specialty of handling high grade seeds. One of their features is "allowing the freight" to the trade on most of the seeds that they list, which will, no doubt, prove very attractive, as their prices are in line with other houses and allow the freight besides. Their intention is to furnish purity and germination test tags on most of the seed sent out, whether or not the state that they ship to has a seed law requiring same.

As Chicago is naturally a seed market, being close to the various growing districts and having various railroad facilities, success is assured the concern. P. John Gernsacher is manager of the new company.

RESERVE SPACE FOR WHEAT

The British admiralty has made a ruling that after January 1, 37 1/10 per cent of the cargo space on all British vessels clearing from American ports should be reserved for wheat. Munitions will occupy 47 9/10 per cent of the space and the remaining 15 per cent can be used for general freight. During most of 1916 the Government reserved 60 per cent of space in all sailings; on December 15 it raised the requirement to 70 per cent and now the new regulation makes it 85.

While no specific mention is made of flour in the order, it is taken for granted that the term "wheat" includes the grain and all of its products.

GRAIN in store at the Canadian Head of the Lakes totaled on December 29: Wheat, 16,640,665 bushels as against 13,550,072 last year; oats, 9,195,589 bushels as against 5,028,467 bushels; and barley, 975,165 as against 1,001,349 bushels a year ago.

**Grain and
Seeds****SUNFLOWER SEEDS**

Car lots and less.

EBERTS GRAIN CO., Nabb, Ind.

MAMMOTH CLOVER WANTED

Also Red, Alsike, Timothy and Soy Beans. O. M. SCOTT & SONS CO., 600 Main St., Marysville, Ohio.

WANTED

Medium, Mammoth and alfalfa seed, true to name. Mail sample and price to WALTER G. TRUMPLER, Tiffin, Ohio.

FOR SALE

Genuine Texas red rust-proof seed oats; ear corn, mill feeds and hay. LEWIS & KNIGHT, 2714 Routh St., Dallas, Texas.

WANTED TO BUY

Cane seed, kaffir, millet, alfalfa and clover seed. Mail samples and prices to FORT SMITH SEED CO., Fort Smith, Ark.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogtail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

ITALIAN OR ABRUZZI SEED RYE

We are planting 250 acres for seed purposes. Make us offer for 25 to 50 bushels per acre yield. September delivery, 1917. We are headquarters for peanuts, peas, velvet beans and pecans. Let us sell you. Want partner with experience and some capital. THE FARMERS' EXCHANGE, Cordele, Ga.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

WANTED

Send samples and prices of seed corn to Miller & Lux, Incorporated, 1308 Merchants' Exchange Bldg., San Francisco. Varieties preferred: Boone County White, Commercial White, St. Charles, Leaming, Reeds Yellow Dent, Hoags Yellow Dent, Western Plowman, Pride of Saline White Dent, Kansas Sunflower. MILLER & LUX, INCORPORATED, 1314-1316 Merchants Exchange Bldg., San Francisco, Cal.

Seeds
"Delivered Free"

Ask for samples and "delivered price" on Red Mammoth, Alsike, White Alfalfa, Timothy, Grasses, etc.

CHICAGO SEED COMPANY
CHICAGO, ILL.**L. TEWELES SEED CO.**
MILWAUKEE, WIS.*Red, White and Alsike Clover
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

FARM SEEDS WANTEDWe are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, Millet and Sudan Grass — also other field seeds. Send us samples, description, state quantity you have and quote cash price per bushel f. o. b. your station. No lot too small nor too large. Address
HYDE SEED FARMS, Pattonsburg, Mo.**WANTED GRASS and FIELD SEEDS**

We buy Clover, Alfalfa, Timothy, Alsike, Sweet Clover, Alsike and Timothy mixed; Low grade Alsike; Seed Oats, Spring Wheat, Speltz, Barley, Cane, Millet, Sudan Grass and all Field Seed, in carload lots or less. Send us samples and quote delivered prices on anything you can offer.

A. A. BERRY SEED CO. BOX 40
CLARINDA, IOWA**THE CRUMBAUGH-KUEHN CO.**

We pay top prices for seeds. Your track or Toledo. Send samples.

**TOLEDO, OHIO
CLOVER**

Samples, prices, and our market letter upon request. Cash and futures.

ALSIKE TIMOTHY ALFALFA**SEEDS****BUYERS AND SELLERS**Medium, mammoth
Alsike, White Alfalfa, Timothy Grasses, etc.
MAIL SAMPLES ASK FOR PRICES**Milwaukee Seed Company****"The Live Clover House"**
MILWAUKEE, WIS.**RECEIVERS and SHIPPERS
of**all kinds of grain and field seeds, mill products, hay, cotton seed and cotton seed products, sugar, rice and coffee.
Car Load Lots**WHITE GRAIN COMPANY**
LUFKIN, TEXAS**N. L. WILLET SEED CO., Augusta, Ga.**

Get Willet's Cotton Catalog and get Willet's Wholesale Bulletin on Southern Oats, Ryes, Vetches, Burr Clover and Natal Grass Sets. Large dealers in Cowpeas, Soy Beans and the various Velvet Beans.

WE BUY AND SELL**Seeds**

Write Us Your Needs

SCHISLER-CORNELI SEED CO.
St. Louis, Mo.**YOU CAN'T READ ALL**

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

SOUTHWORTH & CO.Grains Seeds Provisions
TOLEDO, OHIO**SEEDS**Grain, Clover and Grass Seeds
CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY**GRASS SEEDS FIELD**

To Meet Demands Of

Chicago

PURE SEED LAWS

Minneapolis

HAY, STRAW AND FEED

L. C. Bullmore will conduct a feed store at Watford, Wis.

C. A. Beggs has started a new feed store at Cameron, Wis.

W. M. Sanders will engage in the feed business at Albany, Texas.

A feed store is to be opened up at Atwater, Ohio, by Andrew Sanford.

J. H. Mackey contemplates entering into the feed business at Zack, Ark.

William Vincent has disposed of his feed business located at Luther, Mich.

Curtis Shreve now owns the feed business of G. E. Santee & Sons at Snodes, Ohio.

Fred Sawyer, Jr., has sold his feed business at Allégan, Mich., to G. H. Mutchler.

The Brooklyn Hay & Grain Company, Brooklyn, N. Y., has dissolved as a company.

Business has been started by the Gray Hay & Grain Company at Petersburg, Va.

James H. Mackey has completed arrangements to conduct a feed store at Ozark, Ark.

A new feed and flour store has been opened up at Watertown, Tenn., by J. H. Sweeney.

A. C. Reeves will engage in the feed, hay, grain and flour business at Snyder, Texas.

The J. P. Case Feed Company of Jellico, Tenn., now occupies its new building there.

An alfalfa warehouse is to be built at Omaha, Neb., by the M. C. Peters Mill Company.

The flour and feed business at Fairmont, Minn., has been purchased by C. M. True & Son.

The Duncan Produce Company has purchased P. Primm's feed business located at Edmond, Okla.

A wholesale feed and flour business is to be opened up at Doniphan, Mo., by D. W. Ferguson.

H. H. Borders now controls the feed business of the Catlettsburg Produce Company at Ashland, Ky.

The Redus Lumber Company's feed and flour business at Pyatt, Ark., has been taken over by George Young.

The Rohrer Bros. now own the feed and flour business of O. T. Taylor at Pratts Hollow, Madison County, N. Y.

Wrigley & Walters now occupy new offices at Toulon, Ill., and have made improvements on their feed warehouse.

An addition is being built to the feed warehouse of N. P. Nichols at Kortright Station, near West Harpersfield, N. Y.

White & Neathery, hay, field and garden seed dealers at Greenville, Ill., will now operate as the Cash Supply Company.

H. F. Shoun and Robt. Cooper have opened up a new feed store as the Greenville Feed & Seed Company at Greenville, Tenn.

A new shed is being built at Elm Creek, Neb., for the Omaha Hay Company. The shed will be of 200 tons' capacity baled alfalfa.

In their letter of January 12, Albert Miller & Co. write: Timothy: All grades were in good demand, but as usual the big demand was for the

medium grades, Number 2 and Number 3 and all kinds of mixed hay.

Capitalized at \$25,000, the Dundas Bros. were incorporated at Philadelphia, Pa. The company will deal in feed and flour products.

The Nicholls-Loomis Company, hay and feed dealers of Los Angeles, Cal., has increased its capital stock from \$100,000 to \$250,000.

The grain and feed business of J. W. Urton at Wilmington, Ohio, has been discontinued by him at that place and removed to Dayton.

J. E. Harman, who is connected with the Cash Feed & Fuel Company of Minot, N. D., is building an elevator of 15,000 bushels' capacity there.

The Cochran Company, hay and grain dealers of Little Rock, Ark., is erecting an additional story to its building at a cost of approximately \$5,000.

E. A. Clark & Co., of Portland, Maine, was incorporated to manufacture and deal in feed, grain and flour. The company is capitalized at \$50,000.

Geo. N. Williams, Robert, Margaret and Lillian Ragland have incorporated the Montana Hay Company of Lewistown, Mont., capitalized with stock amounting to \$10,000.

The feed and flour jobbing house of Hoffman & Pilsinger at Fort Dodge, Iowa, has been purchased by Hart & Watson, consisting of Otis Hart and W. J. Watson, of Creston, Iowa.

The interest of A. J. Burkey in the feed and produce business of Truesdell & Burkey at Clark, Mo., has been disposed of by him to Wheeler Truesdell. The firm will now operate as the Truesdell Bros.

The flour and feed firm, Wiedlocher & Sons, at Springfield, Ill., has completed plans to change from a partnership to a corporation. Carl F. and Frank Wiedlocher, Jr., are to be taken into the concern.

W. B. Livezey, E. I. Ford and R. B. Crockett have formed a company at Newport News, Va., to establish a hay-compressing plant. The daily capacity will be 50 carloads hay. The cost is estimated at \$60,000.

ST. LOUIS HAY MARKET

The Mullally Hay & Grain Company reported in their letter of January 12: Our hay market is ruling firm. Receipts here during the past week were 357 cars and the offerings consisted mostly of timothy and light clover mixed and there was a good demand for all grades at unchanged prices. Number 2 and lower grades were most looked for and met ready sale on arrival as a great deal of medium and low grades are taken for shipment. Pure clover and heavy clover mixed are particularly scarce and wanted. There is not near enough clover coming in to supply the trade and fresh arrivals will meet ready sale at good prices. Prairie hay is in light offerings and demand fairly good for all grades. Buyers have been taking the light offerings of prairie on arrival leaving the market well cleaned up and in a good condition for fresh arrivals of prairie hay. Alfalfa hay is in light offerings and ruling firm with a good demand particularly so for Number 1 and choice green.

"The arrivals of hay on both sides of the river

are running light," say Toberman, Mackey & Co., St. Louis, Mo., in their letter of January 12. "The accumulation is pretty well cleaned up. The market has a very firm tone, with an upward tendency for the latter part of the week, and in our opinion it is a good time to start your hay to the market. Clover hay under light receipts and an active demand, especially the high grades. High grades of alfalfa strong, but the medium grades under fair demand. Prairie steady for high grades; medium grades a little easy. Straw in good demand under no accumulation."

GRAIN TRADE PATENTS

Bearing Date of December 12, 1916

Grain Tank.—John A. Bergren, Lake Park, Minn., assignor of one-half to Herman S. Wilson, Lake Park, Minn. Filed May 9, 1914. No. 1,207,842.

Apparatus for Treating Grains.—Adolph Jaeger, Jackson, Mo., assignor of 45/100 to Arthur O. Knight, St. Louis, Mo. Filed August 18, 1911. No. 1,207,763.

Bearing Date of December 19, 1916

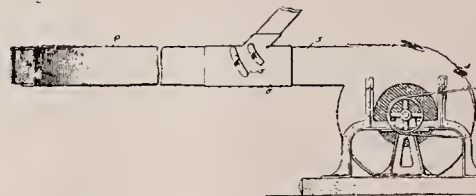
Tally for Scale Hoppers.—Oscar A. Kneeland and Louis A. Walling, Minneapolis, Minn. Filed May 15, 1915. No. 1,208,795.

Machine for Grading and Separating Cereals and Other Granular Substances or Materials.—Henry Coghlan and Harold Coghlan, Stockport, England. Filed September 11, 1914. No. 1,209,120.

Bearing Date of December 26, 1916

Pneumatic Conveyor.—James Alvin Worsham, Maroa, Ill. Filed May 22, 1915. No. 1,210,130. See cut.

Claim: In a pneumatic conveyor, the combination of a tubular casing having an inlet for granular material, a blower associated with one end of said casing, a spout associated with the other end thereof, an adjustable baffle-plate within the casing at the inlet tending to deflect the air current flowing through the



casing from the inlet, the end of the baffle-plate in its various operative positions extending beyond the inlet opening in the direction of the air flow within the casing, and means for adjusting the baffle-plate within the casing so that the size of the air passage within the casing can be varied inversely to the size of the inlet for granular material.

Straw Carrier and Grain Separator.—Henry Hoepker, Addieville, Ill. Filed March 1, 1915. No. 1,209,707.

Feed Grinder.—John C. Woodcock, Oklahoma, Okla. Filed May 11, 1915. No. 1,209,790.

Bearing Date of January 2, 1917

Hanger for Ears of Corn.—Reynold J. Rice, Waterloo, Iowa. Filed August 21, 1913. No. 1,211,234.

Grain Door.—Joseph Neree Gingras, Thetford Mines, Quebec, Canada, assignor of one-half to Wilson W. Butler, Montreal, Canada, one-sixth to Lucien T. Pacaud, Thetford Mines, Canada and one-sixth to William J. Lynch, Quebec, Canada. Filed November 21, 1912. No. 1,211,309.

Seed Tester.—Oscar M. Mundale, Frost, Minn. Filed July 20, 1916. No. 1,210,675.

DID IT EVER OCCUR TO YOU

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE STRONG-SCOTT MANUFACTURING CO.
MINNEAPOLIS, MINN.

WESTERN REPRESENTATIVE: H. C. CAYWOOD, 1706 Seventh Ave., North, GREAT FALLS, MONTANA

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors.

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

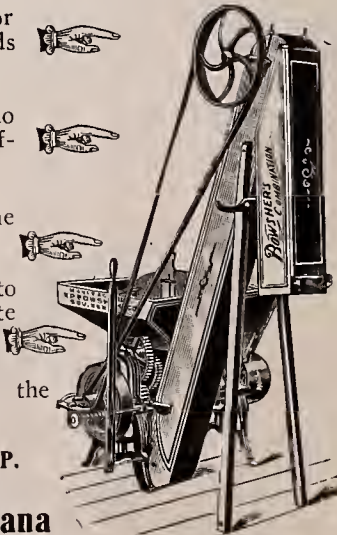
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



OBITUARY

BALDWIN.—On December 17, Edward Baldwin, a retired grain merchant of Weston, Ohio, died from paralysis of the stomach. He is survived by his widow and three children.

BALLENTINE.—A Ballentine, connected with the Mohr-Holstein Company died from heart failure at his home in Milwaukee, Wis. He was a member of the Milwaukee Chamber of Commerce.

BRAVARD.—Wilbur Bravard was crushed to death in the elevator shaft of the Patton & Zike Elevator at Morristown, Ind., on January 9. The deceased had been employed as engineer in the elevator for the past 20 years.

BULLIN.—A. F. Bullin, a well-known maltster at Red Wing, Minn., passed away recently.

BUSH.—John Edward Bush died, aged 81 years, on January 2 at Joliet, Ill. Mr. Bush was a pioneer grain dealer in that part of Illinois.

CARGILL.—James F. Cargill died in Pasadena, California. Mr. Cargill was a pioneer grain man of Minneapolis and founder and head of the Cargill Elevator Company. He was a charter member of the Chamber of Commerce and prominent in grain business of the Northwest.

CHANEY.—Aged 52 years, Arthur A. Chaney died at his home at Canal Winchester, Ohio. Mr. Chaney was a retired grain dealer.

CRAMER.—Samuel Cramer, of the firm, Theodore P. Huffman & Co., of New York, died from pneumonia. He was a member of the New York Produce Exchange.

DEXTER.—Edwin N. Dexter died at his home at Morrisville, N. Y., after an illness of long duration. Mr. Dexter had been engaged in the feed and flour business with the E. N. Dexter Company.

FIELDING.—On January 8, Geo. T. Fielding, a well-known country grain dealer, died at his home in Manhattan, Kan.

FLEMING.—Gilbert R. Fleming died recently. He was for many years engaged in the grain and feed business at Kansas City, Mo.

FORGRAVE.—John Forgrave passed away at his home in Montreal, in his 80th year. Mr. Forgrave was, at one time, superintendent of the old C. P. R. elevators, but retired from active business life about six years ago.

HASENWINKLE.—William Hasenwinkle died on December 23 at his home in Hudson, Ill., aged 72 years. Mr. Hasenwinkle was born in Prussia in 1834. In 1857 he came to Bloomington, Ill., with his parents. Ten years later he engaged in the grain business at Hudson and later on operated a flour mill in connection with his grain industry. He met with reverses but persevered and finally organized the Hasenwinkle Grain Company and owned and conducted several other grain elevators in McLean County. In 1902 he retired from active business life.

HEACOCK.—P. S. Heacock died on December 19 at his residence in Falls City, Neb., from heart trouble. Mr. Heacock was engaged in the grain and milling business and was a prominent citizen of Falls City.

HOOPEES.—On December 15, Joseph Erskine Hoopes, head of the seed firm, J. E. Hoopes & Co., died at Muscatine, Iowa. He is survived by his widow and three children.

HULBURD.—Chas. Tilden Hulburd died at his home in Chicago, Ill., on December 22 from diphtheria and scarlet fever. After he finished school he acquired several years' experience in the grain business with the firm Hulburd, Warren & Chandler. One year ago he became floor manager at the Board of Trade for Shearson, Hammill & Co. Mr. Hulburd was 31 years old and is survived by his widow.

JOHNSON.—Herbert W. Johnson died on December 10 at the age of 66 years at Haddonfield, N. J. He was formerly connected with the Philadelphia seed firm, Johnson & Stokes. His widow and four children are left.

KASSUBA.—Walter L. Kassuba, a member of the Milwaukee Chamber of Commerce and connected with the Kassuba Commission Company, died recently from pneumonia. Mr. Kassuba was 37 years old.

KEEFER.—Geo. F. Keefer, secretary of the Ohio Farmers' Grain Dealers' Association, which was recently organized, died at his home in Fremont, Ohio. Mr. Keefer was 58 years old and is survived by his widow and one son.

LAKE.—Charles E. Lake, a charter member of the Chicago Board of Trade, died at the age of 88 years,

Mr. Lake was born in Syracuse, N. Y., on December 27, 1828, and came to Chicago in the early '50s. He engaged in the grain business and was one of the largest shippers of grain. He retired from active business in 1905. Three sons survive him.

MORRISON.—Robert Morrison died from fractured skull, which he received when he slipped and fell. He was superintendent of the Quaker Oats Company's elevator at Saskatoon, Sask.

MOON.—Deming H. Moon died at Lynn Haven, Fla., on December 13. He was at one time engaged in the grain business at Friend, Neb.

MILLER.—Everett Miller, manager of the elevator located at Star Valley (mail to West Minefal), Kan., died on December 9 from hydrophobia. He is survived by his widow and two children.

MURPHY.—John Murphy, a pioneer grain elevator man, died at his home in Chicago on January 14, at age of 92 years.

NELSON.—At the age of 86 years, Murry Nelson, a pioneer of Chicago, Ill., died at the home of his daughter in Cold Springs Harbor, N. Y. Mr. Nelson established a Chicago grain commission and shipping business under the name of Murry Nelson & Co., which he conducted until 1902. He is survived by his daughter and two sons.

PERKINS.—Howard Perkins died at Eaton Rapids, Mich. He was a well-known dealer in salvage grains. The deceased was 36 years old.

THOMAS.—At the age of 67 years, J. Fenton Thomas died at Frederick, Md. He formerly was engaged in the grain and feed business.

WALKER.—After a lingering illness, J. T. Walker of Russell & Walker, a seed firm of Memphis, Tenn., passed away at his home in that city.

CONVENTION CALENDAR

January 18-19—Council of Grain Exchanges, Hotel La Salle, Chicago, Ill.

January 23-24-25—Iowa Farmers' Grain Dealers' Association, Sioux City, Iowa.

January 30-31—Missouri Grain Dealers' Association, St. Joseph, Mo.

February 15—Michigan Hay & Grain Dealers' Association, Lansing, Mich.

February 14-15-16—Farmers' Grain Dealers' Association of Minnesota, Minneapolis, Minn.

February 27-28—Farmers' Grain Dealers' Association of North Dakota, Fargo, N. D.

May 8-9—Illinois Grain Dealers' Association, Springfield, Ill.

July 24-25-26—National Hay Association, Hotel Sherman, Chicago, Ill.

September 24-25-26—Grain Dealers' National Association, Buffalo, N. Y.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Iowa elevator and coal business. Fine location. A. L. TOLLEFSON ESTATE, St. Ansgar, Iowa.

BUSINESS OPPORTUNITIES

Elevator and feed mill for sale in smart western New York town; or managing partner taken. BOX 752, Buffalo, N. Y.

FOR SALE

A 75-barrel steam flour mill and 30,000-bushel elevator, located in best wheat section in central Missouri. Twenty years' established business. Part terms, if necessary. B. R., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.

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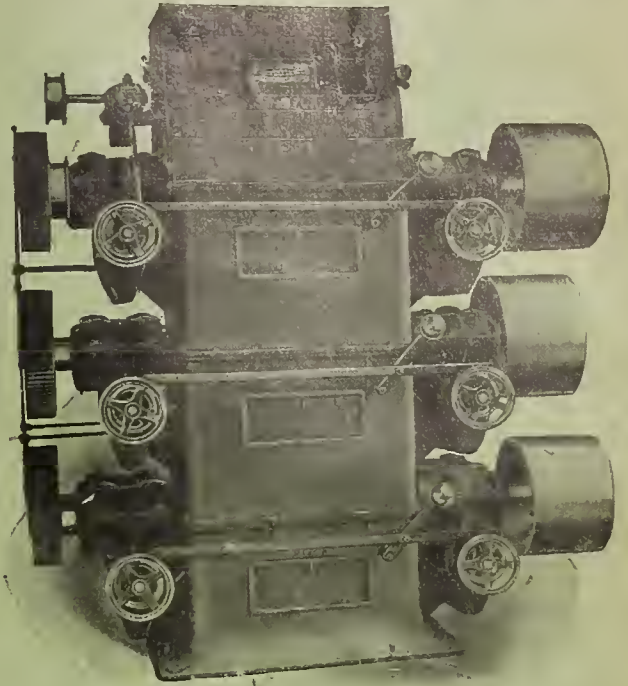
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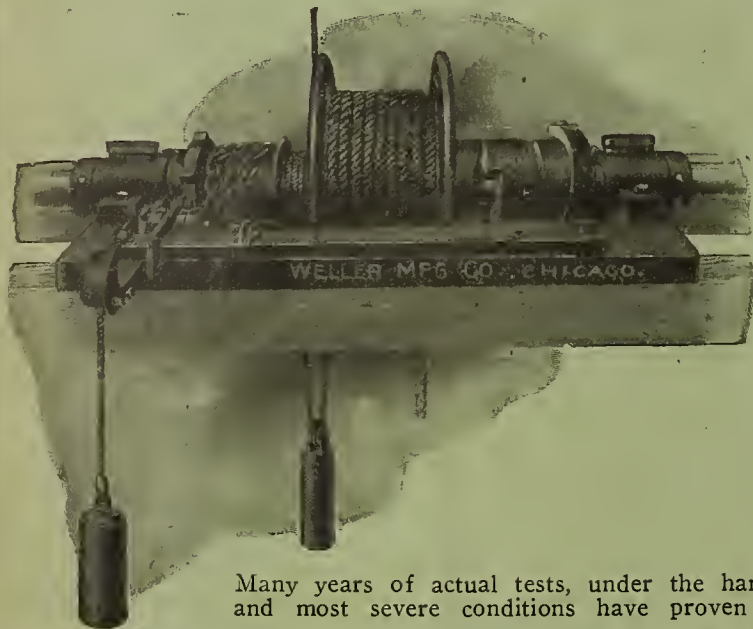
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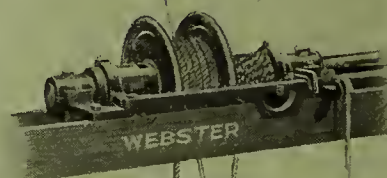
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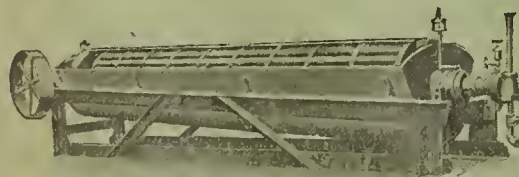
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